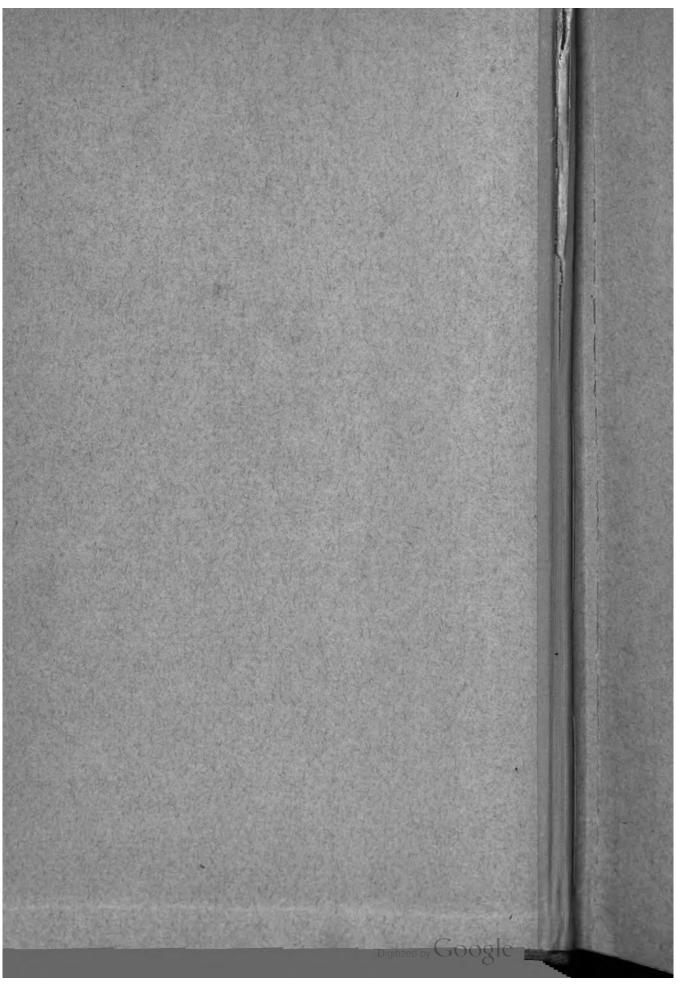


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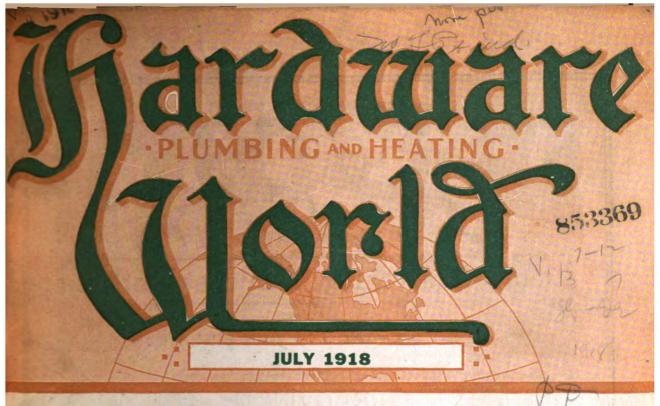
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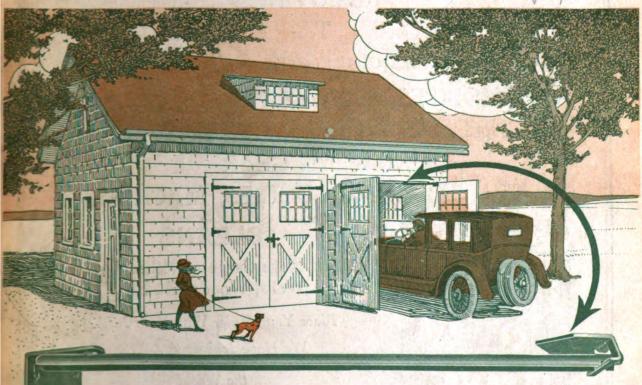




Hardware

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LET THE WIND BLOW A GALE-IT CAN'T MOVE THE GARAGE DOOR WHICH IS HELD BY THE STEEL ARM OF THE SURE-ACTING

STANLEY GARAGE DOOR HOLDER No. 1774

If a swinging door isn't firmly fixed, it may smash against the car which is entering or leaving the garage, causing serious damage to the car, and injury to the occupants.

The Stanley Garage Door Holder saves its cost many times over in the accidents that don't happen.

Recommend one of these for every swinging garage

Recommend one of these for every swinging garage door.

When you bring it to the attention of your customers, you sell the Stanley Garage Door Holder every time—its usefulness and necessity are so apparent. If you haven't it in stock, write us today!

Write for interesting booklet "Selling More Stanley Hardware;" FREE on request

NEW YORK 100 Lafayette Street

THE STANLEY WORKS NEW BRITAIN, CONN., U. S. A.

CHICAGO 73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts.

Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangeiglund Dysteners, Scrae Window and Blind Trimmings;
Twinrold Box Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is adaptable for factory and mill use.



Cleans Everything: Injures Nothing

Sell **SPEE-DEE** to your customers

for

REMOVING GREASE, GRIME, TAR, OIL AND DIRT

Of All Kinds From

AUTOMOBILES, SEAT COVERS, CELLULOID CURTAINS, WHEELS, FENDERS AND RUNNING GEAR TRUCKS, WAGONS, BUGGIES, MACHINERY



The Big 25 Cent Can

CLEANS

Hands, Rugs, Carpets, Clothes, Painted Walls, Woodwork, Etc.

Place Your Order With Your Jobber

We Have Jobbers in All the Important Cities in the World

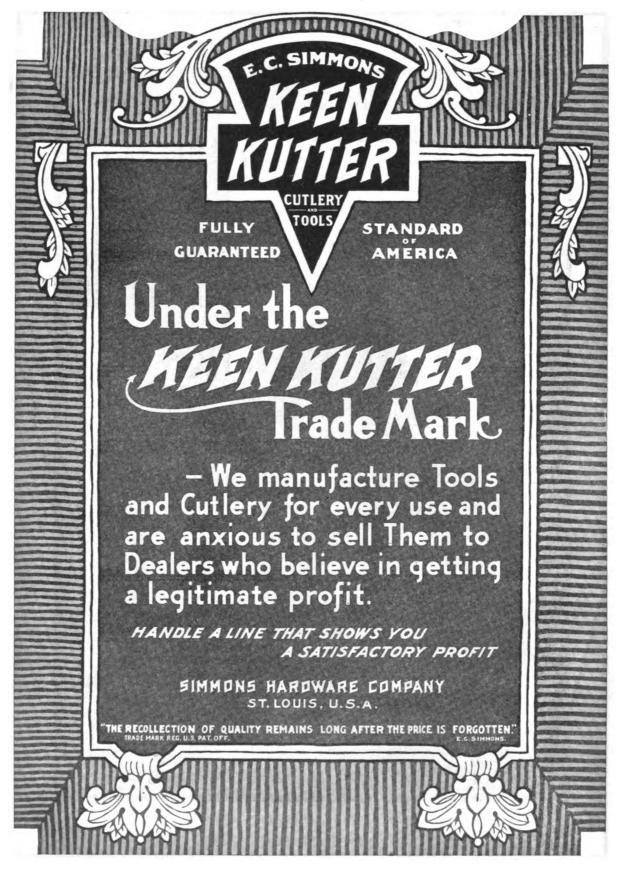
SELLING HELPS FURNISHED UPON REQUEST

Manufacturers

STATES CHEMICAL CO.

602 W. Austin Ave., Chicago, U. S. Λ.









The Union Fork & Hoe Co.

Manufacturers of a Complete Line of High Grade

Forks, Hoes, Rakes and Hooks

General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"





Help Get More Wool

YOUR COUNTRY NEEDS IT

Don't let sheep owners in your locality shear with hand blades—it's barbarous and wasteful. They cut the sheep, do a rough job, and leave on each animal about a pound of wool that should be shorn.

Machine shearing gets all the wool. Can't cut the sheep, and saves time and labor, to say nothing of increasing the wool production which is needed so urgently.

The additional wool obtained will more than pay for a machine the first shearing.

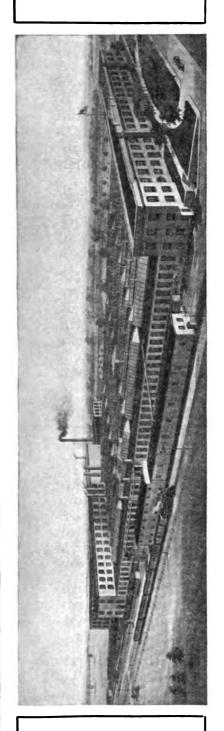
There are Stewart Machines for shearing every size flock — hand-operated machines for small flocks and power machines for big flocks.

Get our catalogue and get after every sheep owner in your locality.

You can sell a number of shearing machines, helping yourself and your country. Will you do it now?

Write immediately for Catalogue No. 65.

Chicago Flexible Shaft Company
5604 West Twelfth Street - Chicago, Illinois



WORKS OF THE

ATLAS TACK COMPANY

Fairhaven, Mass., U. S. A.

PRODUCERS OF

Every Kind of Tacks (Cut and Wire), Small Nails (Cut and Wire) Rivets (7-16-Inch Diameter and Smaller), Small Staples Shoe Eyelets, Shoe Lacing Hooks, Etc.

In Any Metal Required

OVER 20,000 KINDS, SIZES AND FINISHES



No. 279-\$11.00

QUALITY POWER SPEED

A Breast Drill of unusual design and construction; a marvel of mechanical ingenuity and expert workmanship.

It has a high speed of 7 to 1 and a slow speed of 2 to 1, about twice the usual Breast Drill speeds.

The speeds are changed, or the spindle locked for opening or closing the chuck, by simply turning the knurled ring between the crank handle and gear casing. An absolutely new and unique method.

The carefully fitted machine cut gears are inclosed in an aluminum housing and packed in heavy grease.

The Saddle Breast Plate is a feature which looks out for the comfort of the operator, being much easier on the chest than the old style iron head.

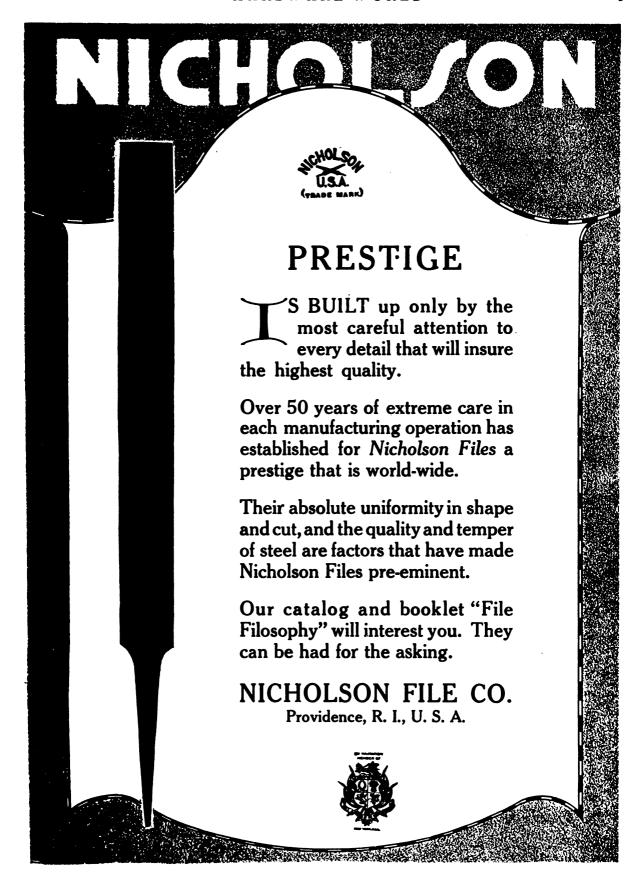
The steel tubes and aluminum casing make a light, strong drill, and ball bearings make it easy running.

Equipped with a three-jaw chuck for holding up to ½-inch round shank drills.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

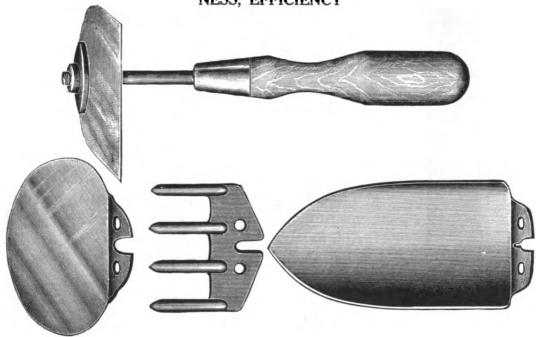


GOOD PROFIT-BIG DEMAND Unique Garden Tools

Combination Trowel, Hoe, Weeder and Turf Trimmer Attachable to One Common Handle by Simple Twist of the Wrist

Made of Finest Steel

A BRAND NEW IDEA IN GARDEN TOOLS, COMBINING COMPACT-NESS, EFFICIENCY



It Will Pay You to Stock These Tools Now. They Satisfy and Build Up Your Trade, Bringing a Good Profit to You

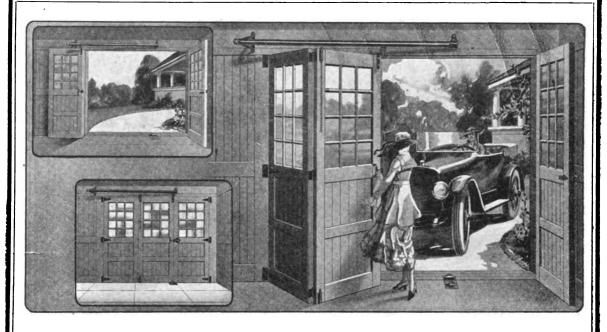
SOLD BY FIRST CLASS JOBBERS EVERYWHERE

W. P. HORN CO., Pacific Coast Representatives
Los Angeles Rialto Building, San Francisco, Cal. Portland

NEW YORK STAMPING COMPANY

BROOKLYN, NEW YORK





Gannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to 8½ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

HUNT, HELM, FERRIS & CO.

EASTERN BRANCH Industrial Building, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

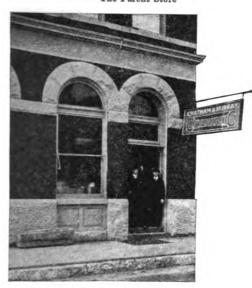
Pacific Coast Distributors

Pacific Hardware & Steel Co., San Francisco, Cal. Dunham, Carrigan & Hayden Co., San Francisco Honeyman Hardware Co., Portland, Oregon Failing-McCalman Co., Portland, Oregon Seattle Hardware Co., Seattle, Washington Schwabacher Hardware Co., Seattle, Washington Morse Hardware Co., Bellingham, Washington Holley-Mason Hdwe. Co., Spokane, Washington Jensen-King-Byrd Co., Spokane, Washington

"Caloric Best Line in the Store"



Chatham Bros., Harrodsburg, Ky. The Parent Store



Chatham & Murray Lexington, Ky.

Makes Good Wherever It Goes



The Original Patented Pipeless Furnace

Read the letters written by a "live wire" hardware firm in Kentucky:

From the Parent Store

We have recently been looking over our records and it might be of interest to you to know that up to January 1, 1918, we had inuary 1, 1918, we had installed over a hundred Caloric Furnaces.

Last year, 1917, we established a branch at Lexington, taking Mr. Harry Murray in as a partner and he sold more than fifty there before January 1, 1918, and they are still selling.

We have been successful beyond all expectations with the Caloric proposition. We consider it the best line of business in our store and we handle a full and complete stock of hardware. Our customers are satisfied and en-thusiastic and they are the best advertisement we have.

for your co-operation and assure you that your assistance in various ways been instrument. success.

We expect to sell twice as many furnaces this year as we did last and prospects

CHATHAM BROS.

From the New Branch

One year ago today we opened a Caloric Furnace agency in this city. At this time, as you know, the firm of Chatham & Murray were strangers here, as was the Caloric Furnace. We have been very successful, having sold 75 furnaces during our first year.

There are three outstanding features that make the selling of the Caloric Pipeless Furnace one of the best if not THE best merchandising proposition on the market today, viz.: the Caloric Furnace is a highclass piece of goods, being both durable and economical; second, the absolute guarantee under which they are sold, and, third, the national advertising which you are doing.

We believe we will sell three times as many furnaces this year as we did last.

CHATHAM & MURRAY.

These successes are not unusual. They are possible for any other dealer. The Caloric makes good wherever it is handled properly. The co-operation spoken of by Chatham Brothers is given every Caloric dealer.

When you handle the Caloric you sell the furnace that fulfills every and all claims made for it.

You are backed by a forceful, dominant advertising campaign, and a large line of proved selling helps; personal co-operation of our salesmen and prompt deliveries from nearby warehouses.

Only one dealer in a territory. Write us at once for complete information.

THE MONITOR STOVE COMPANY.

900 Gest Street Cincinnati, Ohio

Please send full particulars of your dealers proposi-tion on the Caloric Furnace.

The **Monitor Stove Company**

Pioneers in Pipeless Heating

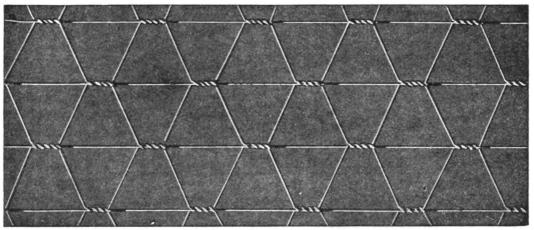
Est. 1819-99 Years of Service

900 Gest St., Cincinnati, O.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

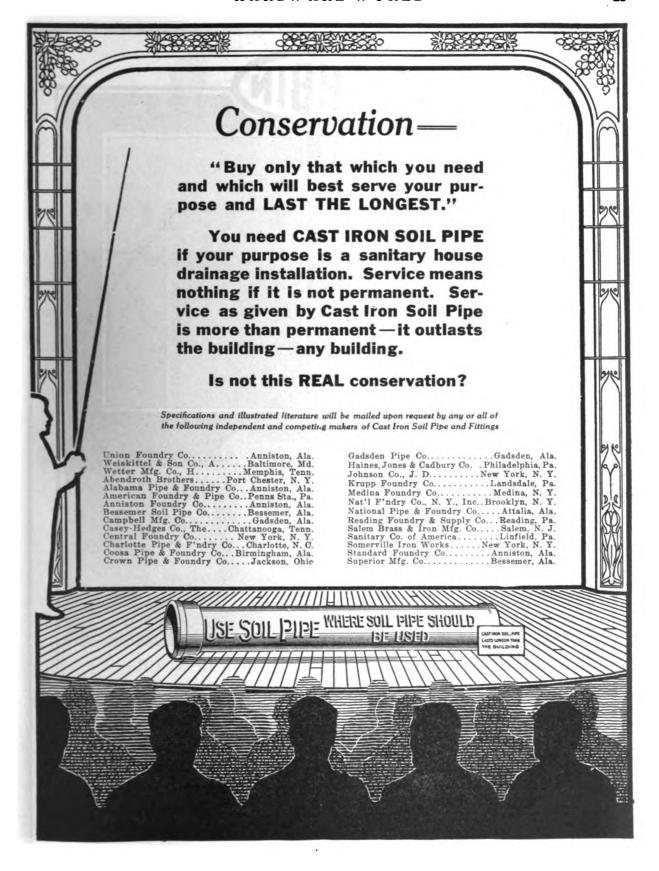
SELLING AGENTS

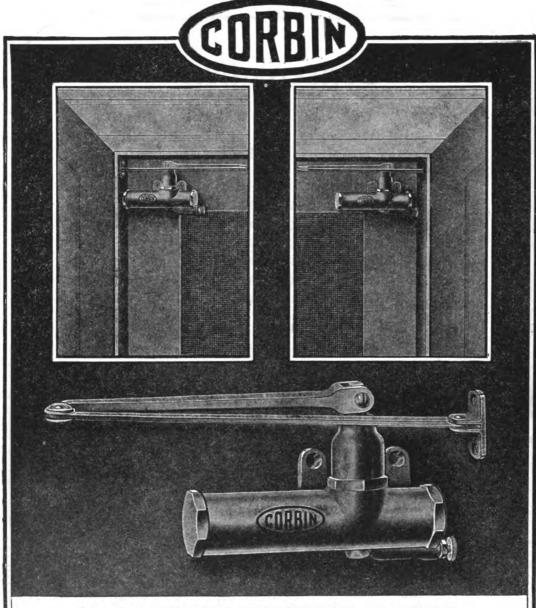
Sau Francisco Los Angeles Portland

Awarded the Grand Prize at the Panama-Pacific Exposition.

Seattle







THE CORBIN SCREEN DOOR SILENCER

We believe this to be superior to any other Screen Door Check on the market. It has the same checking mechanism as the other Celebrated Corbin Checks, and is made with two sizes of springs for light and heavy doors. It is right or left hand without change, and works equally well in either direction. It requires only three inches of space between the screen door and entrance door, is easily applied, easily adjusted, and requires no attention. It can be sold at popular prices, and is certain to have a large sale.

Any Corbin dealer can give full information—or write us for particulars.

P. & F. CORBIN
The American Hardware Corporation, Successor
NEW BRITAIN, CONN. CHICAGO

NEW YORK

PHILADELPHIA



Men Who Hunt

with the

You will find friends of Winchester everywhere—it will pay you to know them better

No finer fellow — no better spender than the man who tucks his gun in the crook of his arm, and seeks his sport in the open.

Get to know him better. Meet him on his own ground. Keen appreciation of the hunter's needs is bound to build you bigger business.

Men who hunt know Winchester guns and Winchester ammunition. For 50 years and more Winchester has been the world's standard in guns and ammunition. Tie up to Winchester and you lay a firm foundation for a lasting friendship with the men who hunt.

Fall drive on hunting

This year we are making our fall drive on hunting the biggest ever. National magazines with a total circulation of more than 4,000,000 copies and all the leading sporting publications and farm papers throughout the country are carrying a strong, interesting campaign on Winchester shotguns, shot shells and high power rifles.

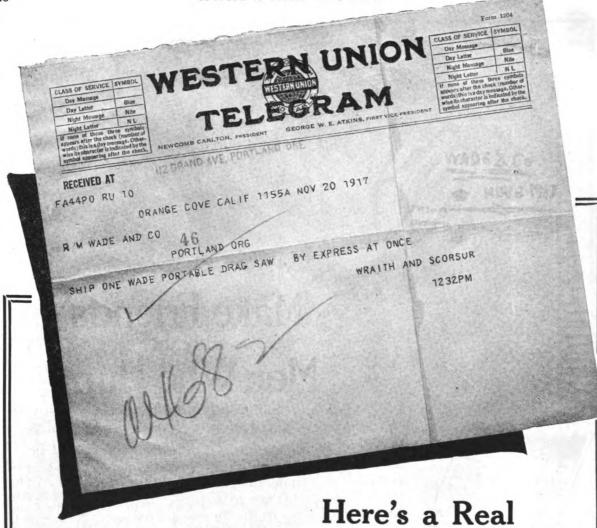
This big fall drive in the hunting season has been carefully planned according to the different game areas not only to stimulate gun sales throughout the country as a whole, but to produce the greatest results in each state and section. Each dealer will get 100% value from this advertising.

Prepare now to handle the fall Winchester business in your territory. If there's special information you want—write us.

Winchester Repeating Arms Co.
Dept. 696 New Haven, Conn.



World Standard Guns and Ammunition
Digitized by OOS



Stocks carried in San Francisco, Calif.; Los Angeles, Calif.; Spokane, Wash.; Portland, Ore.; Little Rock, Ark.; New Orleans, La.; Birmingham, Ala.

The Wade Saw is the "livest" possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

Live Seller!

Get Our Dealer Proposition

Oldest and largest independent wholesalers of Farm Machinery in the

Northwest

THE

Wade Drag Saw

Cuts Over 20 Cords a Day

PORTIANDOR SPOKANEWASH

322 HAWTHORNE AVENUE, PORTLAND, OREGON 910 N. HOWARD STREET, SPOKANE, WASHINGTON 52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines

Sell the stumping powders that do better work

Farmers say:

Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps removed were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you."

H. F. SAMUELS, Spokane, Wash.

Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no thawing."

A. E. ADKINS,

Woodbury, Ore.

Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder.

G. L. Metzger,

L. METZGER, Hillsdale, Ore.

Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI, Russellville, Ore.

Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. McCartney, Russellville, Ore.

Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON, Silverton, Ore. Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer



because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, low-freezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blast-

ing, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well worth sending for. Write to-day. The coupon now coupon will bring it quickly.

The Giant Powder Co., Con., San Francisco 227 First National Bank Bldg.					
Send your book, "Helping the Retailer Sell Giant Powders."					
Firm Name					
Address					
Buyer's Name					



PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY Portland, Oregon

> J. E. HASELTINE COMPANY Portland, Oregon

WEST COAST WAGON COMPANY Tacoma, Washington

> GRAY BROTHERS Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington

SCOVEL IRON STORE COMPANY San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY San Francisco, California

NORTHROP HARDWARE COMPANY Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Freeno, California

SCHAW-BATCHER COMPANY Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

BOLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK







Here Are a Few Good Sellers

BUFFALO NO 2-E BLOWERS are designed for a variety of purposes—for blowing furnaces, forge fires, church organs—for removing scale from power hammers, chips, sawdust in woodworking plants, for exhausting dust from small grinders and buffing machines.

BUFFALO 20" UPRIGHT DRILLS are machine shop tools designed for accurate work.

Garages, machine shops, auto repair shops, blacksmiths who repair tractors and other farm machinery all find this an excellent machine.

Has machine cut gears, can be changed instantly from back gear to plain drive; crown gear bronze bushed, ballbearing.

All parts accurately fitted and finished. An exceptionally good seller—worth investigating.

BUFFALO NO. 651 FORGE is a popular cast iron blacksmith forge. Equipped regularly with Buffalo No. 200 ballbearing silent blower. Gear ratio 47½ to 1.

Substantial dependable machine that will handle all regular black-smith work.

Be sure and ask for Catalog of Buffalo "Line."

Buffalo Forge Co.

BUFFALO, N. Y.

Pacific Coast Office.

823 Higgins Bldg.

Los Angeles, Calif.

Absolutely

The merit of a product is attested by the demand. The volume of demand is evidenced by the size of the works.

and when the works, steadily increasing, year after year attain immense proportions_

THEN is conclusively demonstrated the continued and absolute confidence of a vast army of users in the excellence, worth and reliability of the goods.



HENRY DISSTON & SONS, INC. KEYSTONE SAW, TOOL, STEEL FILE WORKS

THE LARGEST IN THE WORLD.



The Shelby "CHIEF" Floor Hinge

With Improved Pivot and Socket

"The hinge without woes, As the wise buyer knows."

The attractive features about the Shelby Chief Double - Acting, Ball - Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card willbring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks. Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.



SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co. Los Angeles, Calif.

D. L. Herman Seattle, Washington





YOUR TRADE WANTS



The Highest Grade Coil File Made

A

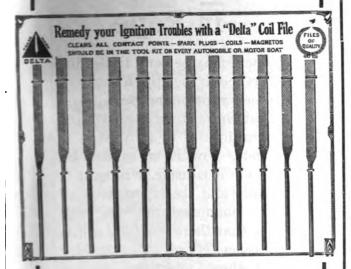
IT'S A TOOL

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

> Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.



The Nut Makes the Vise

in the same sense that character makes the man. If the vise nut is right, other things being equal, the vise is right.



Richards-Wilcox Woodworking Vises

are built around a cam - operating nut composed of only two pieces which form a working com ticularly powe ple. The jaw success with two pieces which form bination particularly powers ple. The jaw success with the pieces which form bination particularly powers ple.

justable to an y width, the screw action continuous. The vise nut has no springs nor small parts to get out of order or wear out.

Made in three styles and sizes for all ordinary requirements.

Write for illustrated book "Richards-Wilcox Rapid Acting Vises and Manual Training Benches." Sent without obligation

Richards Wilcox Manufacturing Co.

AURORA, ILLINOIS, U.S.A.

BRANCHES:

New York, Chicago, Philadelphia, Boston, St. Louis, Minneapolis, San Francisco, Los Angeles, London (Ont.)

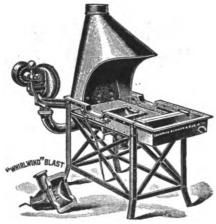
"A Hanger for Any Door That Slides"

CHAMPION

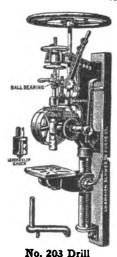
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



CHAMPION TOOLS

Built for Service

Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania U. S. A.



There is a Difference in Rope

There may be very little difference in the appearance of a new rope of one brand and that of another, but if one considers of what a rope is made, how it is made, by whom it is made, where it is made and the reputation of the manufacturer, he will see that there must be a difference. If you will consider all these questions before you place your next rope order — you will decide on

COLUMBIAN

Columbian Rope Company

Auburn "The Cordage City" New York

Branches: New York, Chicago, Boston

Pacific Coast Distributors
BAKER, HAMILTON & PACIFIC CO.
San Francisco

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Sell Saws That are Mechanically Right

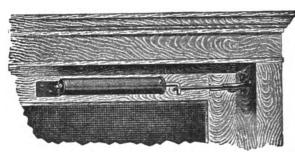
That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon San Francisco, California Seattle, Washington Vancouver, B. C.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever whic allows the door to open clear up against the wall witl out strain on the Check.

It also has a positive plunger and automatic inlevalve for air.

The above features together with the low pric makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and w will give you the address of your nearest jobber wh handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



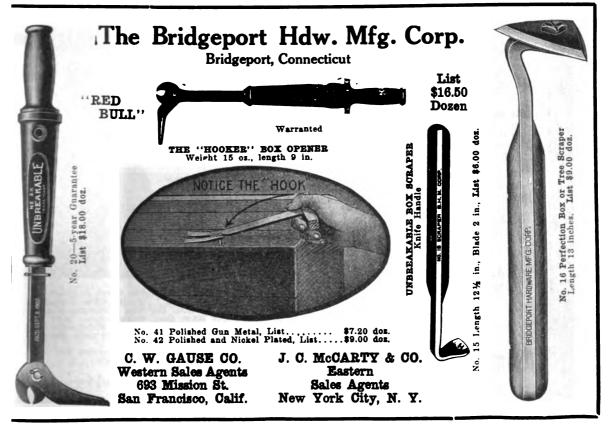
Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the elerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.







THE JAMES SWAN COMPANY

SEYMOUR

Bits Augers



Chisels Draw Knives

CONNECTICUT



Nail Sets Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

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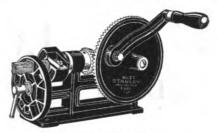
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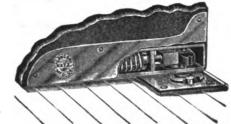
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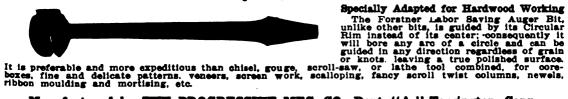


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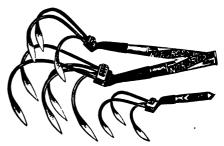
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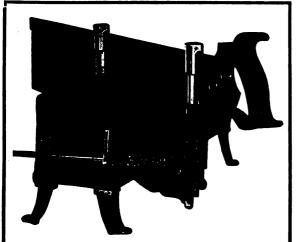
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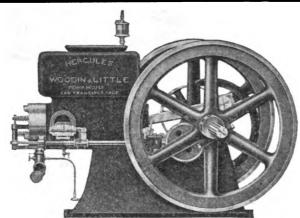
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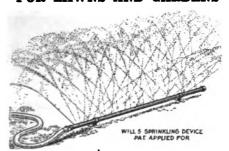
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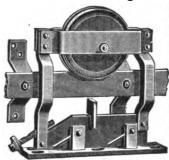
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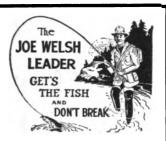
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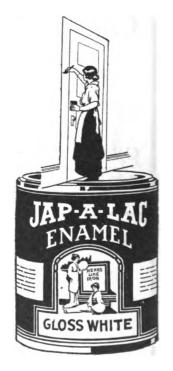
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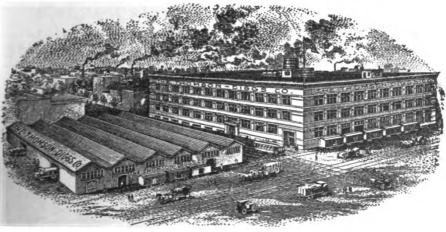
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Garland Gas Ranges

For the Home

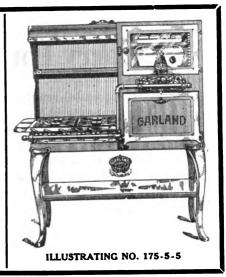
Combine Safety, Convenience, Economy Removable Parts for Cleaning

Mangrum & Otter, Inc.
San Francisco

Agents for Northern California

After several months trial of other ranges, THE UNITED STATES GOVERNMENT now buys GARLAND for the Military and Naval Camps and Cantonments

The
Standard
for
Over
Fifty
Years





THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

If Your Jobber Does Not Carry It, Write Us



BEAUTIFY FURNITURE
PROTEOT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors
If your dealer will not supply you

If your dealer will not supply you write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchen er, Ont.

NEW HAVEN

With Radium Dial and Hands
The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3½ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO. 150 Post Street

San Francisco, California

"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.

H. ROTH & SONS

942-944-946 MISSION STREET SAN FRANCISCO, CAL.

Carry Your Stock on Our Shelves

HE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service. We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us CARRY THE STOCK ON OUR SHELVES, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



BASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP
SURE TO CATCE & SURE TO HOLD
Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER





Here is the new

Medienionil

Economy Combination Range



Burns wood and coal for the big me al, but pull out a simple lever and it instantly becomes a gas range.

You will find a big demand for this efficient and perfect combination range. Every demonstration should mean a sale.

Jas. Graham Mfg. Co.

San Francisco

California



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

SUNSET

OVENS

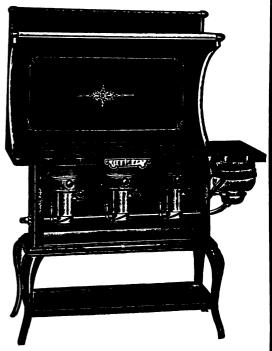
OIL COOK STOVES



Gives more service
Does better cooking
Does quicker cooking
Burns one-third less oil
than any other make
of stove







SOLE AGENTS

DUNHAM, CARRIGAN & HAYDEN COMPANY
SAN FRANCISCO, CALIFORNIA

TOOLS

Pexto Stanley Lufkin Klein



Disston

Yankee

Walden

Gathered to Give Service to Retail Dealers

Strevell - Paterson Hardware Co. salt lake city, utah

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets Fourth and Alder Streets

Great American

(Pennsylvania Quality)

Elm Park, Wizard, Monarch Acme and Magic

Lawn Mowers

Ottumwa All-Steel Lawn Mowers

Non-Breakable, Self-Sharpening

Cotton and Rubber

Garden Hose

Hose Reels, Lawn Sprinklers

White Mountain Refrigerators

"The Chest With a Chill in It"

POULTRY NETTING

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

TRINER "LIBERTY"

PARCEL POST SCALE



With indicator showing a mount of postage in the regular stamps and a ditional a mount required in war stamps.

Saves work and prevents inaccuracy in c o m p u ting postage required by new war Revenue Bill.

Made only in 20 - pound capacity.

Black enamel finish, glass front, steel top; list price, \$3.50 each.

Same style, tile top; list price, \$3.75 each.
Blue enamel finish, glass front, tile top; list price,
\$4.00 each

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.
West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representative
Rialto Building, San Francisco, Cal.
Los Angeles, Cal.
Portland, Oregon



QUALITY AND ECONOMY

Your customers will be well satisfied with Clark Jewel Oil Stoves.

They are high quality oil stoves and economical in operation.

The burners on Clark Jewel Oil Stoves give an even, clean heat, with low fuel consumption.

Clark Jewel Oil Stoves are strong and dur-

able.

The handsome olive green enamel finish and excellent working qualities of these stoves will please your most particular customers.

THEY SAVE TIME THEY SAVE OIL

GEORGE M. CLARK COMPANY

Division American Stove Company CHICAGO

HOLBROOK, MERRILL & STETSON San Francisco and Los Angeles Jobbing Agents for California



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS **HOME CANNER**

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE

Manufacturers

HOT SPRINGS, ARKANSAS

Demand for Food Choppers Grows



Housewives everywhere are turning to the "Enterprise" Chopper for help in fighting food waste in the home! No other kitchen device can compare with these Choppers in the economy effected. That's why the-

with the increasing need for table thrift.

"Enterprise" Food Choppers

are among the fastest selling hardware specialties.

That's why you should lay in a plentiful supply of "Enterprise" Choppers while industrial and traffic conditions permit. For tightening

food restrictions mean ever increasing sales! And no one can definitely assure certainty of supply.

The food situation is your best hint order NOW.

29 Murray Street, New York



Fine

For chopping Sausage and Mince Meat, Horse Radish, meat, 110rse Kadish, Hamburg Steak, Cro-quetts, Cocoanut, Stale Bread and Crackers for Crumbs,

Medium For chopping Scrap Meat for Poultry, Scrapple, Codfish, Corn for Fritters, etc.



\$3.00 No. 703 Chops 3 pounds of mest per minute. Weight 8 pounds.

The Four Cutters and What They'll Do Coarse

For chopping Hash, Hog's Head, Cheese, Chicken and Lobster for Salads, Tripe, Vegetables of all kinds for Soups, etc.



Nut Butter Cutter For making Butter from Nuts of an oily



nature.

The "ENTERPRISE" LINE will yield you a good profit, and enable you to meet all competition THE ENTERPRISE MFG. CO., OF PA. - PHILADELPHIA, U. S. A. 530 Golden Gate Avenue, San Francisco

\$2.25 Chops 2 ½ pounds of meat per minute. Weight 4 % pounds.

WAR		
DELIVE		

Tear Out—Fill In—Hand Letter-Carrier—or Mail to Post Office

TO THE LOCAL POSTMASTER: - Kindly have letter-carrier deliver

for which I will pay on delivery: to me on

\$5. U. S. WAR-SAVINGS STAMPS at \$_____each 25c. U. S. THRIFT STAMPS at 25c. each.

Name .

	W. S.	s. cos	DURING	1918	
April May June W. S	\$4.15 4.16 4.17	July Aug. Sept.		Oct. Nov. Dec.	\$4.21 4.22 4.23 1923

This space contributed by Whitaker-Glessner Company, Wheeling, W. Va.

QUALITY—SATISFACTION



You'll Find Both in Our "De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Oox, Sait Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

QUALITY, plus SERVICE, equals SATISFACTION



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COMBINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed

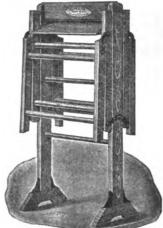
against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers.

Hamilton, Ohio

U. S. A.



Will hold a 10, 11 or 12 inch clothes wringer.

YOUR CUSTOMERS WANT THE BOOMER

IP YOU ONLY SHOW IT TO THEM

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

> Made in six sizes,-1 2 2 5 20" 16" 18" 22" 131/4" Diameter of Fire Pots 241/2 182 240 300 Weights, 385 525 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

Trade mark "Boomer" Begistered-No. 58228



THE HESS-SNYDER CO., Manufacturers

WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the



It's simple, it's sure, it's sound in principle and design-850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.
Write for details and address of your nearest dis-

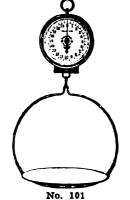
tributor.

ROYAL IBON MFG., COMPANY

553 Wayne Street

Big Prairie, Ohio

PELOUZE New Hanging Scale



Capacity 20 lbs. by ozs.

MASSILLON. OHIO

The Dial is large and distinct - finished with glass sash and nickel plated rim.

Very sensiti**ve** and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

Pelouze Manufacturing Co.

Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

EWING-LEWIS CO.

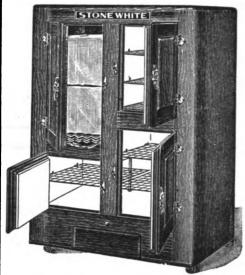
Representatives

San Francisco

Los Angeles



White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort. Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCE OFFICES:— Atlanta, Ga. Dallas, Texas Melbourne, Australia

San Prancisco, Cal.

Denver, Colo.

The Ontario Knife Company, Frankiinviile, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH SLICING CORN SHOE

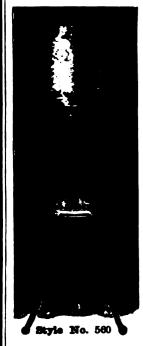
KNIVES

KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



RUSH ORDERS

Many of our dealers are not going to have a sufficient supply of "XXth Century" Bottle Coolers on hand to meet the demands of their customers. Others delayed ordering until now when hot weather is on us. For such contingencies we have on hand a limited supply of "XXth Century" Bottle Coolers in assorted sizes and styles. We can ship these immediately upon receipt of your order.

How are your stocks? Are they large enough to meet this summer's demands? Look them over today.

No. 560, illustrated, is one of our leaders. The ice container is made of "Fibrotta," which is a non-conductor of heat. This cooler uses one-third less ice than others. Send for complete Cooler and Fibrotta catalogs.

ORDLEY & HAYES

40 Leonard Street, New York City



"Pop" and Pulling Power

The interior of your store is the first impression the public gets of you, Mr. Merchant—your business methods—your stock of merchandise. If your goods are piled haphazard on "pine shelving." with no attempt at display—the buying public goes elsewhere to purchase. You must keep the vitality of your business high by putting "Pep" and Pulling Power into your store interior. It's mighty poor policy in this "day and age" to "stand pat" with old-fashioned shelving.

"DULUTH" SECTIONAL NARDWARE STORE FIXTURES have an unresistible "pulling power"—they attract the right kind of trade—trade that is worth while. Our expert Hardware Store Architects — without charge — will show you how to put "Pep" into your store.

Ask for our handsome catalog No. 10C—and also

our Special Store Planning Blank.

Duluth Show Caso Company, Duluth, Minn.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

BALDWIN Dry-Air Refrigerator





A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

The Baldwin Refrigerator Co. Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco



MADE IN OHIO, U.S.A.

ALUMINUM "Real Solid" ANNOUNCEMENT

The "BRAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FRCFIT, but the housewife's continued patronage. We have now added

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company WOOSTER, OHIO

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



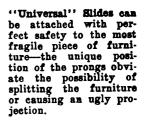
No. 4-1/2" Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.



No. 3-54" Diam.

They are easy sellers and afford a good margin of profit for the merchant.





No. 2-13/16" Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.



No. 1-1" Diam.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.

Write for SAMPLE CARD No. 25 H.W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co. BRIDGEPORT, CONN.

Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

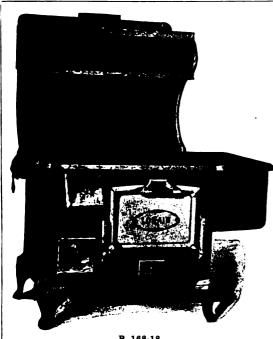
Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



B 168-18
High Closet, Tea Shelf, Pouch Feed and Reservoir
Can be had without Pouch Feed
Can be had without Reservoir
Three Sizes—16, 18, 20-inch Oven

Non-Corrodible "Lorain"

Enameled Body Range

The "Lorain" has been famous for many years as a snappy, quick baker with a high percentage conservation of fuel.

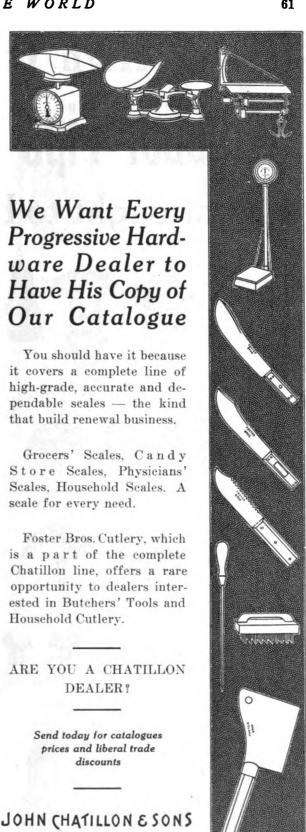
Now. with the addition of the new "B" Series line with stippled dark blue porcelain enameled body, you can offer your trade a range that has all the advantages of a steel range with the anti-corrosive features of the best cast-iron range.

The "B" Lorain is very handsome and is a winner on sight. The body is sanitary and can be kept free of all grease and dirt as it will wash with water. No blacking required—a conservation of time, labor and temper.

Write for Catalog and Agency

National Stove Co., Div.

American Stove Company C. H. Schieck, Pacific Coast Agent 715 Indiana St. (near 19th St.) San Francisco, California



New York City

Established 1835

85 Cliff Street

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

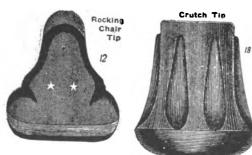


Rubber Tips and Bumpers are in big demand these days people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today — ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue Boston, Mass., U.S.A.

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A Proven Repeater Made in One Size Only

Fits Pint, Quart and Half-Gallon Jars



The demand this year will be larger than ever. Increased output and central location enables us to fill orders promptly.

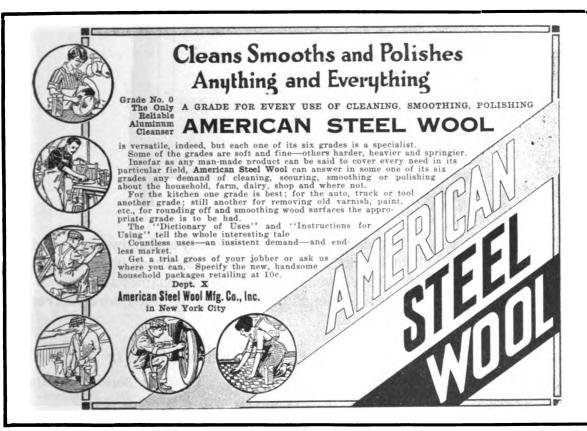
Order now through your jobber, or write us direct for samples and prices.

The Kerr Wire Products Co.

Manufacturers of

THE HANDY FRUIT JAR HOLDERS
323-325 West Randolph St. Chicago, Ill.





Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Co., Burlington, Vt.

Union Hardware & Metal Co. Los Angeles Butler & Brittain San Francisco

War or No War People Must Eat

And Bread is the Staff of Life



Bread Maker

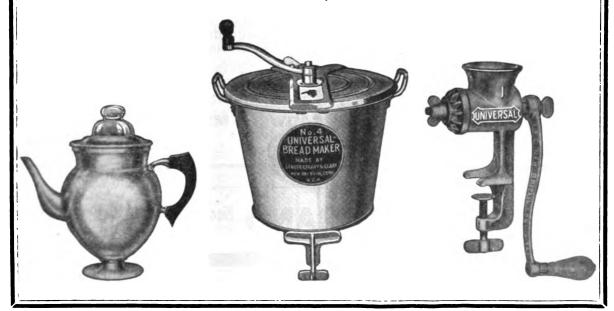
Makes better than baker's bread at less cost. Dough not touched by hands in the kneading. No loss of ingredients.

UNIVERSAL Food Choppers make left-overs into palatable nutritious dishes.

The UNIVERSAL method excels all other ways of making coffee because the percolating process is practically completed and all the wholesome, aromatic and invigorating essence of the coffee is extracted before the water boils.

LANDERS, FRARY & CLARK

New Britain, Conn.



WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

OLDING CAMP FURNITURE



Cots, Chairs, Stools

Also a Complete Line of

Canvas Goods, Tents, Covors Paulins, Loggings, etc.

THREAD MOPS ON THE HANDLE and MOP HEADS WITHOUT HANDLES

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A. MANUFACTURERS

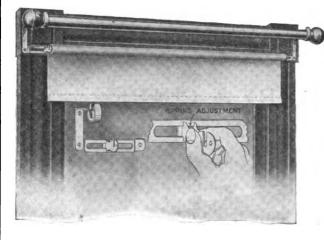
McDONALD & LINFORTH, 739 Call Building, San Francisco, Cal., Pacific Coast Representatives

UNIQUE

EASY TO SELL

PROFITABLE

The New PERFECTION Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street

NEW BRITAIN. CONN.

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe. Pick, Sledge and

Hammer Handles. IVORY HANDLE COMPANY Hope, Arkansas

. Nº30. IVORY HANDLE CO.

You Should Sell

Hercules Cold Solder

You are missing a ready seller and a good profit.

A semi-liquid metal-mender used without heat or acid. Guaranteed to mend holes, cracks or leaks on any metal; adapted for pipes, automobile radiators, cooking utensils of aluminum, enameled ware, etc.

SEDDI III - COPANT III AM RESE CA

This is a time of conserva-

Many articles and utensils can be saved by HERCULES COLD SOLDER.

"Anybody can mend anything" with this wonder substance. A necessity in every home, which you should supply.

Put up in tubes for instant, convenient use. Hardens when exposed to air. Not af-

fected by heat or water.

Retails for 25 Cents Per Tube

GET IT FROM YOUR JOBBER

If he can't supply you, write us direct. Packed in one and two dozen display cartons.

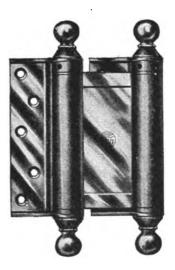


FREIDEN MFG. CO.

Factory, San Diego, California

CHICACO SPRING HINGES

Here is the "Triplex" a hinge in great demand. Note its graceful lines and handsome appearance.



You can safely stake your reputation on its quality and performance. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Send for Catalogue H-32

Chicago Spring Butt Company,

CHICAGO

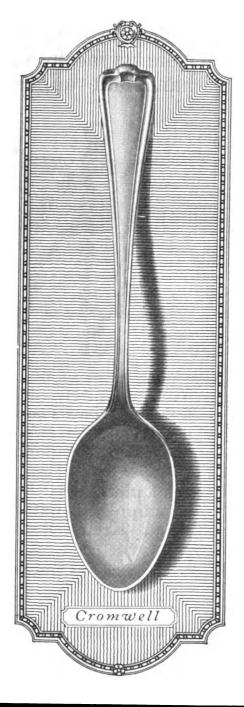


NEW YORK

1847 — Seventy Year Plate — 1917

1847 ROGERS BROS

SILVERWARE



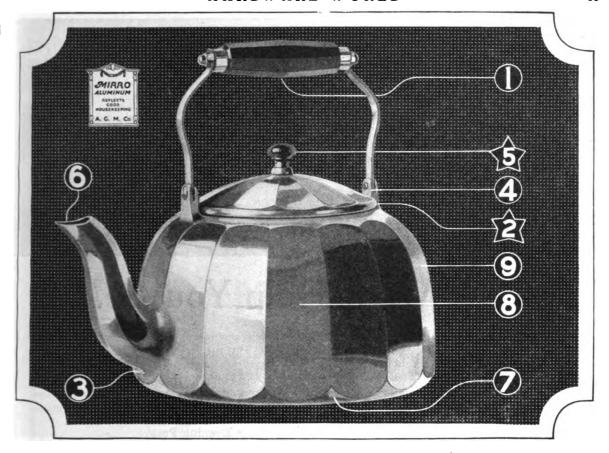
Consumer Acceptance

What is consumer acceptance? Willingness to buy because of favorable knowledge of the goods offered. This is a sales advantage which we believe is enjoyed to a greater degree by 1847 Rogers Bros. than by any other brand of silverplate. Seventy years' actual service is an unanswerable sales argument.

INTERNATIONAL SILVER COMPANY

Meriden, Conn.

150 Post Street, San Francisco



SUCCESS

In less than a year, Mirro Aluminum has become nationally known and sold.

Yet it is more than a year old—it is the climax of a quarter century of better aluminum making.

It is advertised—month by month in such publications as The Saturday Evening Post, Ladies' Home Journal, Woman's Home Companion, Good Housekeeping, Delineator.

Every sale means a dealer sale and a dealer profit.

Every Mirro dealer is helped further by unusually attractive advertising matter that gets the business.

Let us send you our interesting sales proposition, including handsome catalog containing dealer prices, etc.

A postal brings you all the facts. And they really will interest you.

Aluminum Goods Manufacturing Company, Manitowoc, Wisconsin, U. S. A.

Makers of Everything in Aluminum

IRRO ALUMINUM
Reflects
Good Housekeeping





We'll Help You Sell It

Time and again hardware merchants have said: "Why don't you put Smooth - On up in small cans for Household use?'

We're not only putting Smooth-On up in a new 25c can, but we're going to help you sell it by national magazine advertising to the 10,000,000 readers of the following maga-

Saturday Evening Post

Woman's Home Companion Popular Science Monthly

This Display Car-

Popular Mechanics Scientific American

After reading our ads in these, "All Hands Will Want Smooth-On"-the same meritorious Iron Cement that has satisfied thousands of users for 23 years. Now put up in handy 6-ounce size cans to retail at 25c. Nothing like it for making permanent repairs in the home.

Packed 1 dozen cans in a handsome colored Counter Display Carton—ready for immediate display. Write for complete descriptive literature, prices and circular showing our Dealer Sales Helps.

Please order through your Jobber.

SMOOTH-ON MFG. COMPANY

Jersey City, N. J., U. S. A.

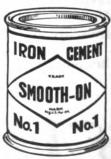
SMOOTH-ON

This Display Car-ton is handsomely lithographed in col-ors, with hinged cov-er which stays up-right when placed on counter or shelf. SHOWING MANY OTHER

> GAS FIXTURES KNIFE HANDLES CEMENT FLOORS E

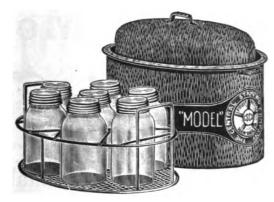
SINKS BOILERS KETTLES CANS OVENS and LIDS Smooth On Iron Cement No. 1 is a chemical Iron Ce-ment for repairing leaks or breaks in metal articles or surfaces.

It is sold in powder form It is sold in powder form and is easily applied as a putty. Invaluable for every household repair, withstands fire, water, steam, gas, gasoline, etc., and expands and contracts with the article to which applied. Will not deteriorate with age — ready for use at any time.



ESTABLISHED IN 1834 --- THE OLDEST HOUSE IN THE BUSINESS

Blue Glazed Enamel



Gray Mottled Enamel

DEEP "MODEL" Seamless FRUIT PRESERVING KETTLES

18½ inches long, 12½ inches wide, 10½ inches deep Capacity—Seven One-Quart Fruit Jars

ONE-PIECE BODY

(Makes Cleaning Easy)

Save food and help win the war. The secret of canning is simply removing the causes of decay, and preventing fermentation. It is all important that the vessels used must have:

HARD SURFACES and BE FREE FROM SEAMS

The "DEEP MODEL FRUIT PRESERVING KETTLE" is smoothly enameled, under intense heat Without Seams or Crevices

that harbor the dangerous organisms.

It will insure the success of your work.

Represented in California by BARRETT & ROSS 91 New Montgomery Street San Francisco, Cal.

> In the State of Texas by C. V. MILLARD San Antonio, Texas

The "Deep Model Preserving Kettle" is especially made deep to cover all the contents in Sterilization. Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by

FRED A. LEE

1626 Thirteenth Avenue Seattle, Wash.

THE CENTRAL STAMPING COMPANY - NEW YORK

The Lois Mo. 135 Genuine Mahogany and Quartered Oak Plays any record perfectly. Automatic stop. Height 50 inches, Equal in value to any \$250 machine on the market. Retails for \$135.00.

The Lois No. 75

Mahogany Finish and Quartered Oak

Plays any record perfectly. Automatic stop. Equals any \$150 machine. Retails for \$75.00



No. 40 A \$60 machine that retails for \$45.00



The Lois No. 60 \$85 value, retails for \$60.00

Big Money In The Lois

Get your share of the profits from this profitable line. Here are four Phonographs that enable you to undersell competitors and give to your customers the fullest measure of value. It's a line that any hardware dealer can easily and profitably handle. Compare the retail prices with retail prices of other machines and your own best judgment will tell you that this is an easier machine to sell than to compete against.

Make your store the "Talking Machine" center of your town. You can do it. If your jobber does not have The Lois line, send for circular describing The Lois in detail and get dealer prices.

Cumming-Forster Corporation

Dept. C

220 South State Street Chicago, U. S. A.

Our Big Special Offer

We or any of our jobbers will send you a sample or full line of samples for your inspection. If these samples do not prove to be **better values** (in the broadest sense of the word) than you expect to receive, ship them back at once and at our expense.

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Volume XIN JULY :: 1918 Number 7

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SIOIC

Unfortunate the President Should be Imposed Upon

HAT is known as the "Mooney" case in California has become more than a local issue.

Due to the misleading publicity propaganda initiated by the defenders of those who have been convicted of the crime of placing a bomb to destroy the lives of any who participated in the "preparedness" parade in San Francisco two years ago, the case has assumed a national aspect.

Even more than that. Backed by every element of anarchy, socialism, I. W. W. and pro-Germans, and, sad to say, many labor union organizations, with an unlimited fund at their disposal, political pressure has been brought to bear, not only in foreign countries, with the idea of misleading them into the belief that Mooney is a "martyr to the cause"—whatever that may mean—but even the President of the United States has been misled and urged to interfere in preventing the execution of a man who has been duly convicted in the courts for one of the most fieldish crimes known to history.

After Mooney had every opportunity of proving and establishing innocence—after the matter had been passed upon by all the proper courts in the state—after every method known to criminals had been invoked in vain to intimidate and brow-beat those responsible for the enforcement of the law—after pacifists, pro-Germans. I. W. W.'s, anarchists, socialists, and many labor union officials have engaged in every method that the mind can conceive to thwart justice, it is matter of great regret that the President of the United States could be imposed upon to such an extent as to ask for elemency.

Mooney's past record has been notoriously bad. He has been active in inciting others to commit just such acts of crime and lawlessness, of which he now stands convicted.

For years he published an anarchist paper called "The Blast" in connection with Emma Goldman and Alex Berkman, who were convicted of acts of defiance to the government, but only received two years in the penitentiary for all their traitorous teachings.

Same Methods Used as in McNamara Case.

Those who now ask executive elemency in making an appeal to the government for a new trial know they would now have at their command an organization that would enable them to browbeat, intimidate and terrorize any who should seek to convict him again.

The same methods were resorted to in the case of the McNamaras, who, a few years ago blew up a building in Los Angeles, killing a number of people. They did their utmost to

try and make it appear that it was accidental, due to the "explosion of gas," or that "capitalists" had caused the explosion and were attempting to fasten the blame on Union Labor.

We well remember the kind of talk that went on at that time. The McNamaras were held up as martyrs, just as is being done with Mooney. Every means was employed to mislead the people, and to make them believe they were being "railroaded to the gallows." Everyone who was not active in defending these criminals was held up as tools of corporations, of big business, who were interested in oppressing the McNamaras simply because they were members of labor unions.

The most skilled attorneys in the country were employed and for months and months the case dragged on. Finally they were caught red handed attempting to bribe a jury. Then, when the McNamaras could no longer stand the pressure, or perhaps had a slight remnant of conscience left, they confessed the crime, and were let off with a penitentiary sentence.

Having had the benefit of this experience. the same class of people who were active in defending the McNamaras have tried to inject into the Mooney case an "international" situation.

A few years ago a similar situation existed in the Morris Hilquit case in Utah. Hilquit had been convicted of killing a man, but had the active support of the I. W. W.'s and Labor Unions.

The President made a request of the Governor of Utah of a somewhat similar nature, we believe, but the Governor of Utah, sincere in his belief of the justice of the verdict, believing in the enforcement of law, in spite of the threats made and attempted against his life, insisted that the law and the courts should be upheld.

It is hoped that the Governor of California will be equally firm in his stand for the enforcement of the law, no matter what threats may be made, or what political pressure may be brought to bear.

If this is not done, then why not abandon all courts, obliterate the laws, and leave the administration of justice to personal opinion?

Now, of all other times, it is the duty of every man and woman in America to stand for the enforcement of law, especially in cases of this nature, when every opportunity has been given, and every possible means have been tried, to thwart justice.

Let your officials personally know you approve of their stand when they have the courage to withstand political pressure, especially when such a criminal as Mooney has been duly con-



victed of one of the worst crimes known to the annals of American jurisprudence.

It is high time for the people of America to take a firm stand against allowing any further license or liberty to a man whose previous record and acts have been in defiance of all law, order and justice.

AGAIN ROOSEVELT IS RIGHT

In a recent address in St. Louis, Theodore Roosevelt said:

"Every traitor in the United States should be "interred" not "interned." Mercy to the traitor is cruelty to loyal men. Weakness in dealing with traitors is disloyalty to our men at the front."

It is time that every American should take a firm stand in the treatment of traitors and pro-Germans, who for years have done all they possibly could to so establish themselves, their institutions and propaganda in country, that when the opportune should arrive they could hand over America to the Imperial German Government.

This is no idle dream if you believe onetenth of the revelations that the United States Secret Service have known since the beginning of the war in 1914.

Placing them in well appointed hotels, as Dr. Newell Dwight Hillis says is being done; providing them with all manner of recreation and amusement, such as golf, polo and tennis; keeping them on the fat of the land, as it were, when we know them to be guilty of doing everything they possibly can to the detriment of our country, is repugnant to every sense of justice and right.

Men who desert from the army after they have enlisted, or who attempt to evade service in the army, are being punished with a sentence ranging from ten to twenty years.

It is right these men should be punished, but we find traitors in our midst who are given a few months' sentence, fined a few hundred or a few thousand dollars, or, perhaps given a penitentiary sentence of a couple of years, as witness Emma Goldman and Alex Birkman.

If men deserve punishment as deserters, what then is the punishment that should be meted out to people of this type, who encourage and incite arson, riot, murder and destruction, who are traitors to the government that harbors them, in practicing their detestable doctrines.

NOT MUCH OF A MAN

He may be as rich as a millionaire. Or a scion of noble name; No sage with his wisdom may compare-He may shine in the blaze of fame. He may be the most marvelous thing in sight That our humble eyes can scan,

But if his heart is not in our fight He isn't much of a man!

He may be as square as the day is long And just in his every deal. He may seek the right and eschew the wrong And to gods of all ages kneel. He may be a saint in his holy ways, Soul pure since his life began, But if out of his country's war he stays, He isn't much of a man!

A man may be good to his child and wife; And loyal to all mankind; He may do no ill in his whole long life, And yet, to his horror, find When no patriot fervor floods his breast At the threat of a foeman's clan, He lacks in that which, of all, is best, He isn't much of a man!

WHAT DID YOU?

When the war has been won, when our duty is done, When our sailors come sailing the foam, when our men in air

And the guns over there all the nation is welcoming home;

They will come to your door, the young winners of war,

They will look you up, over and through, And in word or in thought,

They will ask like as not, "Well, we did quite a lot-what did you?"

When the years have gone by and the pages are dry, That the story of struggle record With democracy sure, when we are living secure,

In the strength of our soul and our sword-In that glorious time to your knee there will climb, Then a boy or a girl, or the two,

And will say, "some were brave on the land and the

Some their everything gave—what did you?"

Or may be at night you will sit by the light Of a fire in a home that is free.

You will sit all alone 'neath the roof of your own

In some year of the future to be, And a voice down inside will say, "some of them died, Or they suffered their duty to do,

And the ones who could not, gave their all, gave a lot, Gave their money—say, what, what did you?" -D. Malloch.

GOD GIVE US MEN!

God give us men! A time like this demands Strong minds, great hearts, true faith, and ready hands;

Men whom the lust of office does not kill;

Men whom the spoils of office cannot buy; Men who possess opinions and a will;

Men who have honor—men who will not lie; Men who can stand before a demagogue.

And damn his treacherous flatteries without winking!

Tall men, sun-crowned, who live above the fog In public duty, and in private thinking;

For while the rabble, with their thumb-worn creeds.

Their large professions and their little deeds-Mingle in selfish strife, lo! Freedom weeps. Wrong rules the land, and waiting Justice sleeps!

VI	-			v -		2001-000	_	sily Record of Profits and											
Date	Cost of Purchases								Selling Price of Purchases										
	Cost of freight Today's Express Purchases Drayage			ght less yage	Todays Todays Purchases	Total Cost ALL Purchases To Date		Selling Price of Purchases		Pávances		Deduction		Potal Salling Poice of Purchases		Total Selli Price of all Purchases To I			
						20,414	74									27,019	45		
1	115	12	1	35		20,530	21	151	16					151	16	27.170	81		
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8																			
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A Record That Keeps You Informed as to Daily Percentage of Gross Profit

N ALMANAC, which could be slipped into a convenient pigeon-hole of the old-fashioned roll-top desk, used to be about the whole sum and substance of the book-keeping system of a great many merchants. But with the closer competition, higher costs and a narrower margin of mark-up, many are finding that they have to give more attention to their record system if they are to make their business pay a profit.

The almanac, as a general ledger, has gone the way of the plump cats that used to doze in the best display windows. In my business, at least, it has worked out that way.

For several years, after we had finished business for the year and the annual inventory was taken we found that we had not made the money that our volume of business should have made us. We knew that our cost of doing business was higher and the margin of profit was smaller, yet, in view of these facts our percentage of net profit was not what we thought it ought to be.

Should Have at Least 5% Net.

We had always figured upon an average gross profit of 25 per cent and with our cost of doing business at 20 per cent we should have left right around 5 per cent net profit, but when business for the year was closed we failed to have the 5 per cent net profit and while we were not losing money we were not making any. In looking over our records we soon found that our average percentage of

mark-up was not as large as we had figured and instead of an average gross profit of 25 per cent our mark-up was only running around 21 per cent. Under our old method we could never tell just how the percentage of markup was running until after the annual inventory was taken and then it was too late to correct it. And while we endeavored to make an average gross profit of 25 per cent. we knew that with the percentage of markup running anywhere from 50 per cent on some articles down to as low as 15 per cent on others it was impossible for us to know just what the average would be without some method of keeping a systematic record of all mark-ups.

A Method That Helped.

After considerable thought and study we finally adopted the accompanying method which has worked out to our entire satisfaction. With this record we know what our percentage of mark-up is running from day to day and when it drops below the average we can plan to correct it. This is either done by putting our selling efforts behind the more profitable articles or re-marking articles which we have marked at too close a margin and this is easily done because our record shows us that the mark-up has been too small just as soon as the goods have been marked and as they are still in the house, it is not too late to change them.

In starting this system it was necessary for us to take inventory of all goods on hand, and



G	108	y's Pr		Balance Stock												
Total Cost		Total Sellino Price		Gross Roger		mark up	Today's Sales		Estimated Cost		Gross Profit		Retarl		Estimate Cost	
		Melales.	11	6,604	91	24.4							27,019	65	20,414	7
20,530	21	27,170	81	6,640	60	24.4	202	09	151	59	50	50	26,768	72	20,378	4
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inventory was taken at both the cost and the selling price.

The cost of the stock on hand as found by the inventory was then entered in the column headed "Total Cost of All Purchases to Date," under the heading of "Cost of Purchases" between the two heavy lines just beneath this heading. The total retail price of the stock on hand as shown by the inventory was entered in the column headed "Selling Price of All Purchases to Date," under the heading "Selling Price of Purchases" in the same manner as the cost figure.

Subtracting the cost from the retail price gives us the amount of the gross profit these goods would make us when sold, and then this figure was entered in the column headed "Gross Profit" under the heading of "Gross Profit." Dividing the gross profit by the total selling price gave us the average percentage of mark-up and this figure was entered in the column headed "Per Cent Mark-Up" under the same heading.

The last two columns on this form provided for a perpetual stock register and are used to show us the balance of stock on hand at the retail price, also the estimated cost at the end of each day. The total cost and the total retail price of stock on hand at inventory were entered in these two columns each under their respective headings.

You will note that this form provided for the daily record of these figures and that on the extreme left hand side of the form is a column for entering the date of the month for which the figures are entered. At the close of each day we take all the invoices for the goods received that day and that have been checked and add the total cost of these goods and this gives us the total cost of the purchases for that day.

All invoices are kept on a file until the goods are received and are not counted until they have been checked. Should there be any such articles as paper, twine, etc., billed on any of these invoices they are subtracted from the total and the amount is charged to expense and not added into the cost of the merchandise. After getting the cost of the goods we then extend the retail price of the goods, that is if there is a dozen wrenches billed which are to retail at 50 cents each the retail price of the entire dozen is extended as \$6.00, and by adding the retail prices together we get the total amount these goods will be sold for. The cost of the goods is entered in the first column under the heading of "Cost of Purchases" and the selling price is entered in the first column under the heading of "Selling Price of Purchases."

In the second column under the heading of "Cost of Purchases" is entered any and all freight, express and drayage charges and this is added into the cost of the goods, and the third column is used to show the entire cost plus the drayage and freight charges. This figure is then added to the total cost of all purchases to date, as shown for the preceding day and is entered in the fourth column, and this figure represents the total cost of all goods purchased to date and stock on hand at the beginning.

Under the heading of "Selling Price of Purchases" there are two extra columns which are used for entering any advances and deductions that may be made on goods. For instance, the retail price of nails is always extended on the invoice at 6 cents a pound and then when a sale is made by the keg and it is sold for \$5.00, then there is a deduction of \$1.00, and this must be taken off of the selling price, or when the market advances upon some article which we have in stock and we advance our retail price then the total amount gained by the advance is entered in the "Advance" column and added to the selling price. Then the total selling price as it stands after all advances have been added and all deductions have been subtracted is entered in the fourth column and this figure is added to the total selling price of all purchases as shown for the preceding day and the result is entered in the fifth column.

Now the figures representing the total cost and the total selling price of all purchases to date are entered in the first two columns under the heading of "Gross Profit," and the cost is subtracted from the selling price and the difference is entered in the "Gross Profit" column, this figure represents the total amount of gross profit that the goods purchased to that date will bear when they are all sold. Then by dividing the gross profit by the entire selling price we get the mark-up figure. This percentage figure will vary from day to day, according to the articles purchased that day. That is, if the goods received that day are articles upon which there is a larger margin of profit then this figure will raise, but if the margin of profit is small then this figure will drop, or if you make a great many sales that day in quantity and have reduced the price. Should the sales continue to consist of articles upon which there is a small margin of profit then this figure will continue to drop or vice This, however, keeps us posted upon the average and warns us when the average percentage is nearing the danger point.

Merchants Deceive Themselves.

A great many hardware dealers feel that they are making a good average gross profit, but when the profits are figured up at the end of the year they find that they have little or no profit for themselves. These were the facts in our case. There are a great many sales made in the hardware store which do not carry the average gross profit and should the volume of business done represent a large part of such sales they will drag down the gross profit and unless we know just how the percentage is running we are very likely to come out at the end of the year with but very little profit.

To illustrate, suppose we are doing a business of \$80,000 a year, of which \$35,000 of it is done in quantity sales where the gross profit figure is around 18 per cent. Now in order to make an average gross profit of 25 per cent

upon the total business done we must necessarily make a larger per cent on the remaining \$45,000. Twenty-five per cent gross profit on \$80,000 is \$20,000, and if we make only 18 per cent on \$35,000 of it, or \$6,300, we must make \$13,700 on the remaining \$45,000, or an average of approximately $30\frac{1}{2}$ per cent.

But let us suppose that we had not taken into consideration the sale of these articles at such a low percentage and we marked the remaining goods, that of \$45,000, to bear a profit of 25 per cent and let us see how we would come out. \$35,000 at a profit of 18 per cent gives us \$6,300, and \$45,000 at a profit of 25 per cent would give us \$11,250, a total profit of \$17,550. Suppose our cost of doing business is $20\frac{1}{2}$ per cent on the whole; $20\frac{1}{2}$ per cent of \$80,000 is \$16,400; \$17,550, the gross profit. minus \$16,400, the cost of doing business. leaves us a net profit of \$1,150. Instead of making a net profit of 4½ per cent, or \$3,600. we only make a net profit of 1.4 per cent, or only \$1,150. Because we had no way of telling just what we were doing it cost us \$2,450 a year. This little illustration thoroughly convinced us of the fact that we should have a system by which we could know every day just what our percentage of mark-up was.

Know Amount of Gross Profit Daily.

Not only do we know the average percentage of mark-up from day to day with this form but we also know the amount of gross profit for the day's sales and the approximate cost and retail price of the balance of stock on hand each day.

Under the heading of "Today's Gross Profit" is entered the amount of sales for the day, also the estimated cost of the goods sold. To get the estimated cost of the goods sold we take the average percentage of mark-up and deduct this amount from the total sales and we have the approximate cost.

To get the balance of stock on hand we take the amount of total retail price of the stock on hand for the preceding day and add to it the retail price of the purchases for that day, also any advances and subtract any deductions and also the amount of sales for the day and this gives us the retail price of the balance of stock on hand. Then to get the estimated cost of the stock on hand we take the average percentage of mark-up and deduct this from the retail price and this gives us the approximate cost.

This heading keeps us posted on the total value of our stock. We know whether we are getting too much stock on hand or not, and as we aim to make a definite number of stock turnovers each year, it also shows us whether we are going to be able to make our regular number of turnovers.



While this record is not 100 per cent accurate, yet it keeps us informed of these features and it has pulled us out of the "rut" and has put our business on a paying basis which we thought almost impossible.

THE DAY

By Henry Chappell

You boasted the Day, and you toasted the Day,
And now the Day has come.

Blasphemer, braggart and coward all,
Little you reck of the numbing ball,
The blasting shell, or the "white arm's" fall,
As they speed poor humans home.

You spied for the Day, you lied for the Day, And woke the Day's red spleen. Monster, who asked God's aid Divine, Then strewed His seas with the ghastly mine; Not all the waters of the Rhine Can wash your foul hands clean.

You dreamed for the Day, you schemed for the Day;

Watch how the Day will go.
Slayer of age and youth and prime
(Defenseless slain for never a crime)
You are steeped in blood as a hog in slime,
False friend and cowardly foe.

You have sown for the Day, you have grown for the Day;

Yours is the harvest red.
Can you hear the groans and the awful cries?
Can you see the heap of slain that lies,
And sightless turned to the flame-split skies
The glassy eyes of the dead?

You have longed for the Day, you have wronged for the Day,

That lit the awful flame,
'Tis nothing to you that hill and plain
Yield sheaves of dead men amid the grain;
That widows mourn for their loved one's slain,
And mothers curse your name.

But after the Day there's a price to pay
For the sleepers under the sod,
And He you have mocked for many a day—
Listen, and hear what He has to say:
"Vengeance is mine, I will repay."

What can you say to God?

Just as sure as you allow any customer to get the idea that you feel a little bit above him, just so sure you may be that you will lose that customer.

The Kaiser's four sons are, of course, in the army, directing the battle line, 90 miles away, by telephone. Roosevelt's four sons and a son-in-law are in the front lines.

CREATING NEW BUSINESS.

You are not making the most of today's opportunities if you are not thinking all the time about the business you should get but are not getting. Samuel T. Dobbs tells this story when as a salesman years ago he had been selling each season to a Georgia storekeeper his year's supply of Mason Jars which amounted to about 100 dozen.

This particular year he called expecting the usual order. He could not believe his ears when instead of ordering a hundred dozen the merchant gave him an order for a carload. More fruit jars, Dobbs thought, than the whole of Southern Georgia could use in a season. But in those days salesmen did not hold their customer's interests so much to heart as they do now, and if the storekeeper wanted to buy a carload of fruit jars why it was his place to sell them to him.

The next trip Dobbs approached the merchant in fear and trembling, fully expecting to see the whole store piled high with fruit jars. He was nearly floored when the storekeeper cooly informed him he would need more fruit jars—but only a half a car this time. It was too much for Dobbs. So he asked the storekeeper to let him in on how he was disposing of the fruit jars.

"Well," replied the merchant, "I got to figuring that there was a powerful lot of fruit going to waste in the orchards hereabouts that ought to be put up by the women folks. The only reason it wasn't being put up was because it never occurred to anybody to put it up. So thinks I, if I can get them started thinking about it, it won't be long before I am selling fruit jars galore.

"I fixed up a deal with the carpenter to have a lot of signs made, and I wrote on each sign something about saving money by putting up more fruit. It wasn't long before the folks began to get the idea, and they no sooner got the idea than they began to need jars and sugar. Being as I was the only store in town that had jars, why I just naturally got the business."

This Southern storekeeper had discovered the big principle in merchandising—it is not so much what we are getting that counts, as it is what we are not getting that we ought to have. As a result he increased his fruit jar sales several thousand per cent.

Roosevelt is a far-seeing statesman—but he did not begin his talk about hyphenated Americans soon enough. But as it was he was several years ahead of the next man.

Back up your government in every way possible, with your money, thoughts and service.

Why You Sometimes Fail to Sell

(By B. Christianson)

HE biggest men in the business world today are sellers. They may call themselves Bankers, Engineers or Merchants. They are all selling something—their own or another's services or wares. As they succeed, so are they paid. The skillful talker commands the highest price.

But they come not unprepared before their prospect. They do not trust to luck. They do not count on small talk to win their point. Their interview is planned. They guard themselves against objections. They do not let the listener have to puzzle out their offer. They make him see his advantage through their proposition. They electrify his desires for profit, for convenience, and for results.

Every sales interview is made up of four essentials:

Arousing interest by an appeal to your listener's wishes and stirring his curiosity.

Making him feel favorable toward your offer preferably by demonstration or an appeal to the senses.

Carrying his interest to the highest possible pitch by manner, by proof, and by language that puts aside his objections and wins his thoughts.

Crowding him to a favorable decision, making it easy for him to accept and difficult to refuse.

Choose your time and place for your interview as favorable as possible. You, as a hardware salesman, say there is but very little choice. But there is. Find your listener in a favorable mood.

If he is not, then make him so. If you do not already know his hobbies — his fondness for certain things, learn them. There is a weak spot in every one's armor of reserve and it can be found.

Avoid interruptions. Another difficult undertaking, but it can be done. You must bide his time and not your own. There is a time of the day when he is not so fully occupied. When is it? That is the question.

He who secures an appointment, whether for one certain period of time, or through punctual and regular calls and notices, has won his way into the listener's attention farther than he imagines. Let your approach, whether by a mere nod, a friendly word, or a dignified salutation, force your man's attention and make him decide to hear you without bias.

Headline your talk. Think only "you," not "I" or "we." Let it be your customer's side of the question that interests you. Always to his advantage, never to your own. Make your talk bring your man forward in his chair, eager—curious—interested.

The ideas you present must win your man. Neat phrases without aim have no value. Have your proposition classified before you begin. Show that you can meet competition in quality or value. Find out as early as possible if you are talking against prejudice or ignorance. Work out your ideas as you go along. Allow your talk enough flexibility so you can change your line of approach if you find that you fail to arouse interest. Make your case in the fewest moves. Know your points, and your words will take care of themselves.

How often have you sat down and thought out the reason for some of your failures? Why did you fail to sell this man or that man? If you have found the weak spot in your sales talk. did you make a mental memorandum of it that it might aid you in your next effort? Whatever your fault, you can find it if you set out consistently to do so.

The successful seller sees the proposition through his listener's eyes. He does not talk about "our house" or "our goods." No, he gets on common ground by touching an interest that will lead his man into the proposition. It may be that of a common acquaintance, a membership in the same lodge, the interest in the same books, or the same kind of sport. While this will not sell the goods, it gives him the opening he desires. It's then he asks himself the question of why his goods should be the best for his prospective customer, and what is most necessary for him to know about them and what arguments will touch him most closely. Why should the man—often a stranger—buy from him, or from you, Mr. Salesman? Is it to his advantage? Are you prepared to prove to him that it is?

Don't expect men to give confidence blindly. Therefore, find an argument that gets belief at every point. Provide a testimonial or a guarantee for the man who does not quite accept your talk as conclusive. Get him to believe in you, personally.

And while you are talking, choose words that suit your man. Too many details tire the rapid thinker. To hurry a man of slower wit is equally wrong. Guard every statement against misunderstanding.

Now comes the closing. "Take his money," said a salesmanager to a green salesman, who for twenty minutes had been hammering away at a prospect without finding a stopping point. He looked around surprised, and clumsily asked the customer's signature on the order, and got it with a laugh, from the man who had been ready for the last ten minutes to close the deal. So we must know when to quit, and what to say.

The climax of interest comes and then dies away again, not to be reawakened. You must catch it at its highest point, for it's then you can secure your listener's consent. Your effec-

tiveness depends largely upon your knowing

when your man is ripe for decision.

To make it difficult for your customer to refuse is well illustrated by the argument made by an insurance man who made the statement to his prospect, that no man of honor or who cared for the comfort of his home or family would ask them to assume the risks of unprotection without proper insurance. It was up to the man to assent or acknowledge himself the man so unfavorably described. Circumstances vary and your words must therefore be fitted to suit the time, place and conditions. The underlying feature remains the same—easy to say "yes"; difficult to say "no."

A skillful salesman often reserves his strongest argument until he has gained a decision. With that one point he stirs his man to a lasting satisfaction. After acceptance your listener often grows cold-reconsiders-takes another look at prices and values, and then cancels. Of what use is an order so taken? How can you expect to be heard favorably by this man in

the future!

Have a plan to end your interview. If necessary, show your man a new advantage, reassure his doubts, and build up his confidence in yourself.

Then withdraw naturally. Forget you have won. Play the "you" interest to the last. Clinch satisfaction, and know that you have done so. Make his "yes" stick.

Let us take an inventory of ourselves, of our methods, words, actions, and our efforts that we are making to do better tomorrow what we did today.

DON'T EVEN THINK PEACE.

Even to think peace now in any part of the Allied combination against German military aggression is closely akin to treason—treason, not to a country, but to a cause.

To talk peace is weakness. To work for peace—except by fighting for it—is cowardice.

Peace short of the attainment of the purpose for which we as a nation entered this war would he defeat. Peace that would leave Germany in possession of any of the objectives for which it began the conflict, would be victory for Germany.

Germany must not be victorious if democracy is to live, if humanity is to advance, if right and justice are to prevaiil. Peace without full allied

victory should be unthinkable.

There is just one thing for us to do—Will to Win; Work to Win: Fight to Win. There is just one supreme job before us—to whip Germany and all for which Germany at this time so blatantly stands.

Peace short of the efficient finishing of this supreme job would be for us and all the allied rause unspeakable shame, unforgetable humilia-

tion.

TELL HIM NOW.

If with pleasure you are viewing any work a man is doing—

If you like him or you love him, tell him now. Don't withhold your approbation till the parson makes oration,

And he lies with wreathes of lilies o'er his brow.

For, no matter how you shout it, he won't really care about it.

He won't know how many tear drops you have shed.

If you think some praise is due him, now's the time to slip it to him-

For he cannot read his tombstone when he's

More than fame and more than money is the comment kind and sunny,

And the hearty, warm approval of a friend, For it gives a life a savor and it makes you stronger, braver,

And it fills your soul with courage to the end. If he earns your praise, bestow it, if you like him let him know it;

Let the words of free encouragement be said: Do not wait until life is over, and he's underneath the clover,

For he cannot read his tombstone when he's dead.

Down the ways of truth and beauty, you can bless the deeds of duty,

If you'll give a hearty handshake when you

For no matter what's your station, there's unmeasured inspiration

In the words of honest praising you can give your fellow man.

If he needs your help, befriend him, you can always love extend him;

You can lift his load a little ere the light of life is fled;

Do not wait till he is sleeping, when the broken hearts are weeping,

For he cannot read his tombstone when he's dead.

TRADE ACCEPTANCES

Are Patriotic, Businesslike, Practical.

They are in no possible sense a reflection on a man's credit. They are simply a liquid substitue for the unbusinesslike open account. A trade acceptance is not a note. It is an acknowledgment of a purchase of a specific amount of merchandise, and a promise to pay for that purchase. The dealer who gives trade acceptances when he buys, and in turn secures them from his customers in place of his open accounts, has improved his business methods at least 100 per cent. We believe in the trade acceptance, both as good patriotism and good business.

The Two Mysteries

(By Mary Mapes Dodge)

N THE middle of the room, in its white coffin, lay the dead child, nephew of the poet. Near it, in a great chair, sat Walt Whitman, surrounded by little ones, and holding a beautiful little girl in his lap. The child looked curiously at the spectacle of death, and then inquiringly into the old man's face. "You don't know what it is, do you, my dear?" said he. "We don't, either."

You know not what it is, dear, this sleep so deep and still;

The folded hands, the awful calm, the cheek so pale and chill;

The lids that will not lift again, though we may call and call;

The strange, white solitude of peace that settles over all.

We know not what it means, dear, this desolate heart-pain—

This dread to take our daily way, and walk in in it again.

We know not to what other sphere the loved who leave us go;

Nor why we're left to wonder still, nor why we do not know.

But this we know: Our loved and dead, if they should come this day—

Should come and ask us, "What is life?" not one of us could say.

Life is a mystery as deep as ever death can be; Yet, oh, how sweet it is to us, this life we live and see!

Then might they say—these vanished ones—and blessed is the thought!—

"So death is sweet to us, beloved, though we may tell you naught;

We may not tell it to the quick—this mystery of death—

Ye may not tell us, if ye would, the mystery of breath."

The child who enters comes not with knowledge or intent;

So those who enter death must go as little children sent.

Nothing is known. But I believe that God is overhead;

And as life is to the living, so death is to the

An American soldier who marched with hundreds of his fellows recently through the streets of London said: "It does us good to hear those hearty cheers along the line. We didn't get any when we left home."

(By Victor Hugo)

I feel in myself the future life. I am like a forest which has been more than once cut down. The new shoots are stronger and livelier than ever. I am rising, I know, to the sky. The sunshine is on my head. The earth gives me its generous sap, but heaven lights me with the reflection of unknown worlds. You say that the soul is nothing but the resultant of bodily powers. Why, then, is my soul the more luminous when my bodily powers begin to fail? Winter is on my head and eternal spring is in my heart. The nearer I approach the end the plainer I hear around me the immortal symphonies of the worlds which invite us. It is marvelous, yet simple. It is a fairy tale and yet it is history. For half a century I have been writing my thoughts in prose, verse, history, philosophy, drama, romance, tradition, satire, ode, song-I have tried them all. But I feel that I have not said the thousandth part that is in me. When I go down to the grave I can say, like so many others, "I have finished my day's work," but I cannot say I have finished my life. My day's work will begin again next morning. The tomb is not a blind alley. It is a thoroughfare. It closes in the twilight, to open with the dawn.

WHEN YOU LOOK IN THE MIRROR

These are nerve-racking days. Civilization seems to be shaking all around us; each one seems to be in the grasp of world-wide contending forces. Never has it seemed so difficult to keep ourselves upon an evn keel, yet never has it been so important as now that every individual should live up to the highest standards of manhood and womanhood. Never has it been so important that we fight the evil within.

The worth-whileness of the big struggle between nations is measured by that which they save. If we at home do not fight to give the world the highest form of manhood and womanhood, what is the use of our sons fighting and dying "over there?" Every surrender to the forces that wreck us, belittle death in the trenches.

The war may be likened to a great fire. The soldiers are the firemen and they are fighting the fire to save us. The question is, after risking their lives for us, what are these soldier-firemen going to find—have they fought and died to save valuables or junk? Think about this when you look in the mirror.

The man that everybody likes generally likes everybody.





He Has Made the Supreme Sacrifice



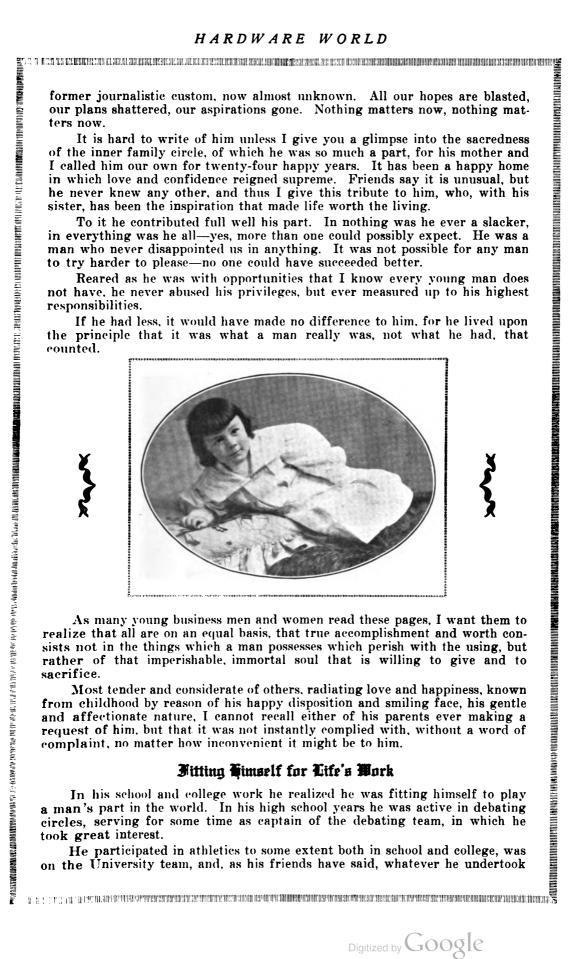


(P. M. Sergeant 1st Class Raymond L. Shearman

Assistant Editor and Manager this Publication













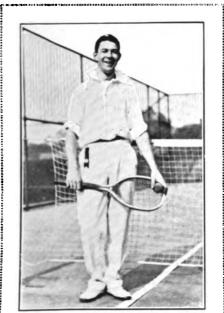
For his mother and sister, no man could possibly be more considerate, more tender, more loving. Ilis love was deep, constant, abiding, unconsciously seeking an outward form of expression. While stationed at Camp Johnston, Jacksonville, Florida, where we went to see him before he should embark for France, although the camp was 12 or 14 miles distant, each evening, rain or shine, he made the trip to town to spend the evening with us, returning to camp the same night. This he did daily for more than a month.

He had a wonderful sense of humor, a joyful, happy disposition, and made friends easily. There was an extraordinary fineness about him, which invoked a ready response.

The Spirit That Actuated Kim

After the years of waiting when our government was forced to decide that after all we were concerned in the world war, after Belgium and France were beginning to be bled white, after England who regarded her treaties more than scraps of paper, had so long protected us with her fleet, and her armies in France, when officially we finally began to awake and take steps to prepare, he felt that no American worthy of the name could hold back.

He had the benefit of two years of training as a cadet in the University and endeavored to enlist in the first Officers' Training Corps, but was debarred by reason of defective sight. Other departments rejected him for the same reason. Later special permission was obtained from



He Had the Voice as Well as the Face With the Smile



In Athletics Always Ready to Help His Team Win

Washington and the Quartermaster's Department was permitted to waive this deficiency. He promptly enlisted, took the training at Camp Johnston, Jacksonville, Florida, and with some 300 other non-commissioned officers was selected out of several thousand, by reason of their fitness and standard of work, to go to France.

No commissions were given to the men at Camp Johnston for work of this nature, but it was understood he would receive his commission when he had been in foreign service.

Indicative of his thoroughness in this as in everything else he undertook, he selected and purchased the service flag for the window in his home. He secured the service buttons for the other members of his family. Peculiarly emblematic of his life, there is a gold star in them now.

He embarked for France the first of May, reaching his post of assignment in about two weeks, and he had only been in the service about two weeks, when he had to yield up his life. When his mother, who was with him just prior to his embarking, asked him if he wanted to go, he replied with tenderness, "Mother, I can't say that any of the men really want to go, deep down in their hearts, but it is our duty to go. We volunteered for the war. That is where the war is. The sooner we go and finish our work, the sooner we can return home."

His Baily Letters

When absent it has always been our custom to interchange letters daily. Even if only a brief note, written under the most inconvenient circumstances, he never failed.

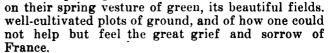
After the inactivity spent in camp and in crossing the Atlantic, he was glad to feel he was actually doing something. Work he did not fear, even though it be for long hours, or under trying circumstances.

His first letter from France, written on Mothers Day, May 12, was typical of him:

Dearest Mother: This is Mother's Day when all the men are supposed to write home, but I don't need such a reminder or suggestion to write to you, for already I have written you two letters today, but they were too long and could not be passed by the censor, so I am writing this, my third letter.

He spoke of the beauties of France, with

the trees putting



He told of how there were no young men or women to be seen anywhere. The men were all at the front, and the young girls and women in the munition plants, working for just enough to supply the necessaries of life, but gladly giving all for their country.

Other letters told of the old women who were doing their laundry in open air pools near the center of the villages, beating the clothes with stones. The houses were of stone, the streets narrow, the houses set to the edge of the streets, but everything neat and clean. No fences were to be seen, low hedges separating the fields, or, where there were no hedges, banks of dirt five or six feet high, divided the different holdings, which were generally of about one-fourth acre each. In the villages there were no sidewalks, open gutters separating the street from that portion used by pedestrians.

He mentioned how the people did their trading in public markets, raising their vegetables; the trade in the village stores now largely consisting of the exchange of vegetables and home-cooked food, for the merchandise needed. Sugar sold for \$8.00 per



A Snap-Shot on Easter Sunday at Jacksonville, Florida



All Ready for the Day's

HARDWARE WORLD



These men have given up their business, their plans, their careers, their professions, to fight for your liberty and security, that we who are debarred page or circumstances from enlisting may spend our remaining days in peace and security—that our wives and daughters and sweethearts may be saved from falling into the clutches of the beast that has ravished Belgium and France, and is now striving with all his might to reach the homes of Italy and England, and our own United States.

The obligation of we who are at home to those who are over there, can never be repaid no matter how much of sacrifice and effort it may cost.

Again, our obligations should not stop with mere active sympathy and support of the men at the front or their families who are left here.

While they are doing their duty over there, we are traitors here, if we encourage, or even tolerate, the activities or insidious teachings of those who may of our allies.

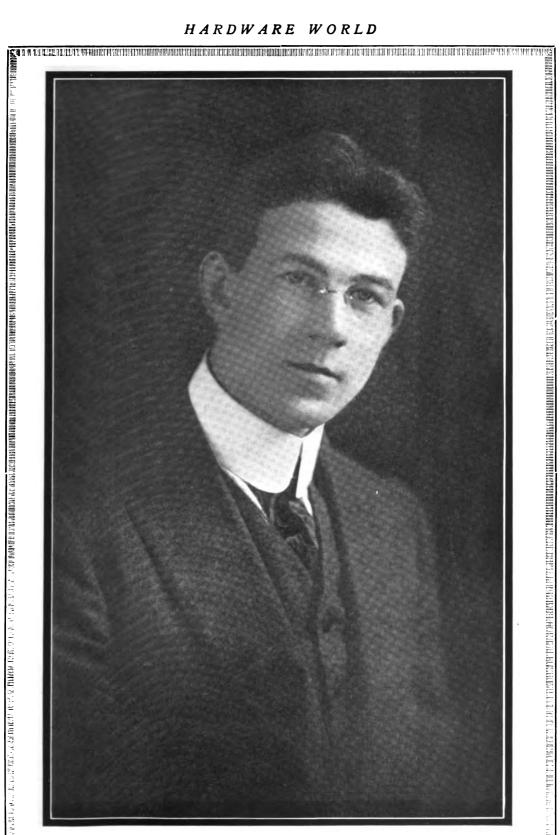
While they are doing their duty over there, we are traitors here, if we encourage, or even tolerate, the activities or insidious teachings of those will nearly our under whetever name they attempt to camouflage their pro-German teachings, or in any way cast reflection upon our men or institutions, or upon any of our allies.

To long indeed have we borne with the traitorous teachings of certain publishers, certain newspapers and magazines, who, while now pretending to uphold patriotism and love of country, yet basely seek through their insidious propaganda in casting aspersions and reflections upon our allies.

Brant Carry On

I know my son to be typical of thousands of fine young Americans who are in France willing to sacrifice all for the preservation of a principle. Can there be anything more beautiful than the spirit of youth with all their livering upon their life work—will we permit them to have made the supreme sacrifice in vain?

I have visited them in their camps. I have talked with hundreds of them, and I know they are willing to risk their all. They are actuated by that fin



ZANGARAN PERSONAL SECTION AND SECTION AND SECTION AND SECTION AND SECTION AND SECTION AND ADMINISTRA AND ADMINISTRA AND ADMINISTRA AND ADMINISTRA AND ADMINISTRA ADMINISTRA AND ADMINISTRA ADMI

Q. M. SERGEANT 1ST CLASS RAYMOND L. SHEARMAN Assistant Editor and Manager HARDWARE WORLD

His unbounded sincerity and great heart—a heart devoid of ulterior motive or calculation, turned at all times, and with all its might, purely towards honor and duty. N 3 3 FO D CONSTRUCTION RESERVED TO A SERVED TO THE PROPERTY OF THE PROPERTY O Older men in years, who would prove just as capable, or young women, if youth is necessary, would prove as efficient in the inspection and manufacture of munitions and supplies.

Pro-Germans, who are placing their sons on farms and ranches, in order that they may claim them as necessary to our agricultural resources, should not be permitted to hide behind such pretensions, in order that after this war is over they may be here safe to continue their hellish propaganda.

The war has hardly begun for us, and so it must go on; with every ounce of our strength we must all take an active part.

Every American father and mother must realize we are here for a purpose, and we will prove miserable failures unless we measure up to the responsibilities that are ours. We must realize that "to live in hearts we leave behind is not to die."

"He liveth long who liveth well, All else is being flung away; He liveth longest who can tell Of true things only done each day."

And thus it is a satisfaction to know that Raymond Lee Shearman will always live in the hearts of those who knew him, or, not knowing him in person, have had the benefit of his unconscious influence, living, and in dying, for life, liberty and love.

From His Commanding Officer

Though I realize no words of mine can assuage your anguish in this hour of bereavement, I cannot refrain from saying that we here, who have known your son, share the loss with you.

For though I have known him but a very short time, he was with me long enough for me to appreciate the sterling worth, patriotism and unselfish devotion to duty which prompted his every action.

Realizing he possessed unusual ability upon his arrival at this depot, I placed him in charge of one of my most important departments, and his work was worthy of highest commendation. He was always respected by his superiors, and admired and loved by all the men with whom he worked.

I trust you will believe me when I say that nothing was left undone that could be done for him, as we witnessed the consecration of his life upon the altar of liberty for the freedom of the world in the cause for which all true American soldiers are in France doing their duty.

With admiration and respect for you and yours, I am,

Yours most sincerely,

R. L. DAILY, Captain Q. M. D. C., Commanding. Digitized by Google

The Adjutant-General has wired you of your son's accidental death, May 25, about 4 o'clock in the afternoon, and his personal friends have doubtless written you every detail, but I cannot help sending you a word of sympathy and condolence at this time, since I was a witness of the whole affair and had charge of the funeral.

Ilis good friend, Sergeaut Donovan O. Peters, was on hand, and, while deeply affected, did everything that was possible under the circumstances commensurate with military regulations.

He was such a lovely boy, and had made such a good impression on all who knew him that everyone wanted to co-operate and do everything within their power. The women of the village brought masses of flowers and refused to accept any remuneration whatever.

The funeral was held on Sunday afternoon at 4 o'clock, and I should judge that several hundred men turned out besides about thirty officers. The line of march was from the hospital to the Communal Cemetery, where, with the men drawn up at "Parade Rest" around the grave, the services were held.

Since I am a Preshyterian minister, I read the Presbyterian services as arranged for military funerals; then the firing squad gave the military salute, firing three rounds, and the bugles blew "taps."

I cannot tell you how this accident has moved me, as I witnessed it, or the splendid spirit of the men who knew your son, and did everything possible for him. This was particularly true of his first. Sergeant Donovan Peters, was the standard true of his first. Sergeant Donovan Peters, was particularly true of his first. Sergeant Donovan Peters, was the standard of the men who knew your son, and did everything possible for him. This was particularly true of his first. Sergeant Donovan Peters, was the standard of the men who knew your son, and did everything possible for him. This says particularly true of his first. Sergeant Donovan Peters, was a particularly true of his first. Sergeant Donovan Peters, while taps sould be presented to the servence of his first was a c

Juid in Juil

A Cribute in Bergrant Raymond E. Shraman by Roy J. Soule, Editor of "Rachmar Agr." New York

I have just received cabled information that my friend, Sergeant Raymond L. Shearman has answered his last roil call.

He has laid down his life that the democracy, of which he was a part, shall not perish from the earth.

He was a volunteer who knew his duty and promptly assumed his dangerous responsibility when the war god first thundered at our doors.

He has paid the full price for the opportunities and advantages which were his by right of birth in this land of freedom.

I have no photograph of this brave young man whom I was proud to call my friend, and I need none, for he was the rare sort who makes clear, clean cut, indelible impressions.

I shall treasure memories of him as a young man who naturally paid his mother those fond spontaneous, attentive courtesies usually reserved for one's sweetheart

I remember him as his sister's pal, keeping alive in maturity the loving guardianship that made them inseparable playmates in childhood days.

I cherish thoughts of him as his father's right hand man, striving to his utmost to relieve his parent of as much as possible of the details which harass a busy man's life.

Their loss is great. It has been a supreme human sacrifice, but weighed in the scales against those people whose ruthless ambitions are a gigantic menace to the things we hold dearest.

I have lost a business competitor, one who I always found fair and square. One who built business by development rather than by demoralization, one who always had a good word for me and for the magazine I have the honor to edit, one who fought in the open vigorously and honorably for business, one who commanded my highest respect and my most sincere friendship.

Raymond L. Shearman was the only son of T. M. Shearman, owner and publisher of the Harabovake Woutzon and of the Instructure, and under the associate editor of both of these well-known journals.

When war was declared he was among the first to respo ### Baid in Bull

A Cribute to Sergeant Raymond L. Shearman by Roy F. Soule, Editor of 'Rarburar Age,' New Bark

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In Memoriam

From the Wrack of the Storm by Maurice Maeterlinck

Those who die for their country should not be numbered with the dead. We must call them by another name. They have nothing in common with those who end in their beds a life that is worn out, a life almost always too long and often useless. Death, which every elsewhere is the object of fear and horror, bringing naught but nothingness and despair, this death, on the field of battle, in the clash of glory, becomes more gracious than birth and exhales a beauty greater than that of love. No life will ever give what their youth is offering us, that youth which gives in one moment the days and the years that lay before it. There is no sacrifice to be compared with that which they have made; for which reason there is no glory that can soar so high as theirs, no gratitude that can surpass the gratitude which we owe them. They have not only a right to the foremost place in our memories; they have a right to all our memories and to everything that we are, since we exist only through them.

And now it is in us that their life, so suddenly cut short, must resume its course. Whatever be our faith and whatever the God whom it adores, one thing is almost certain and, in spite of all appearances, is daily becoming more certain; it is that death and life are commingled; the dead and the living alike are but moments, hardly dissimilar, of a single and infinite existence and members of one immortal family. They are not beneath the earth, in the depths of their tombs; they lie deep in our hearts, where all that they once were will continue to live and to act; and they live in us even as we die in them. They see us, they understand us more nearly than when they were in our arms; let us then keep a watch upon ourselves, so that they witness no actions and hear no words but words and actions that shall be worthy of them.

Our dead are never dead to us until we have forgotten them; they can be injured by us, they can be wounded; they know all our penitence, all our aching sense that their place is empty, all the kisses we bestow on the smallest relic of their presence.—George Eliot.

A little said and truly said
Can deeper joy impart
Than hosts of words that reach the head,
But never touch the heart.

Young men talk of trusting to the spur of the occasion. That trust is vain. Occasions cannot make spurs. If you expect to wear spurs you must win them. If you wish to use them you must buckle them to your own heels before you go into the fight.—James A. Garfield.

"MY ONE AND ONLY BOY."

Probably most of our readers have heard of Harry Lauder, the wonderful Scotchman, who has entertained, amused and enlightened the American people through his ready wit, song and speech.

Perhaps not all of them are aware that his only son enlisted at the outbreak of the war, and, though wounded and returned home, when he recovered he again went back to the trenches. He was afterwards killed and now Harry Lauder is traveling over the country, not his accustomed happy way, but he is doing a wonderful work in arousing our people to the menace that is within our very gates.

He composed a poem entitled "My One and Only Boy." In various cities where he has gone, he sells cards on which it is printed, the entire proceeds being devoted to providing for the wounded soldiers, so when the war is over they may be properly cared for or established in business.

This poem is copyrighted, but we know he would give us permission to use it if he could be communicated with, suggesting that any who might desire to secure these poems attractively printed on cards could probably do so either through him or through their merchants, the entire proceeds being devoted to the purpose named.

Oh, there's sometimes I am lonely
And I'm weary a' the day
To see the face and clasp the hand
Of him who is away.
The only one God gave me,
My one and only joy;
My life and love were centered on
My one and only boy.

I saw him in his infant days
Grow up from year to year;
That he would some day be a man
I never had a fear.
His mother watched his every step,
"Twas our united joy,
To think what he might be one day,
My one and only boy.

When war broke out he buckled on
His sword, and said "Good-bye,
For I must do my duty, Dad;
Tell mother not to cry;
Tell her that I'll come back again."
What happiness and joy!
But no, he died for liberty,
My one and only boy.

The days are long, the nights are drear,
The anguish breaks my heart;
But oh! I'm proud my one and only
Laddie played his part.
For God knows best, His will be done,
His grace does me employ.
I do believe I'll meet again
My one and only boy.

RETIRING PARTNER WHO, THROUGH NEGLIGENCE, MUST STILL PAY THE FIRM'S DEBTS.

(Copyright, by Elton J. Buckley)

Here is something which should be useful in partnership law:

Pittsburg, Pa.

About two years ago I went into partnership with my son-in-law in the retail and wholesale business at the address printed above. The firm name was James Alcorn & Son, the writer being the James Alcorn. I contributed most of the capital, my son-in-law being the experienced man and contributing a nominal amount. The partnership was for one year. When it expired, I allowed it to go along without saying anything, for about six months more, and then a difference having arisen between us, I gave notice that I would withdraw, and I did withdraw on January 1, 1918. At the time the partnership was separated an advertisement was published in two local papers as follows:

Dissolution of Partnership.

Notice is hereby given that the partnership heretofore existing between James Alcorn and Herman Stone, under the name James Alcorn & Son, is hereby dissolved. The business will continue under the same name at the following address, Herman Stone assuming all assets and liabilities.

> James Alcorn. Herman Stone.

January 1, 1918.

I took no more interest in the business until a few days ago, when I received a number of bills from various creditors of the firm, who claim to hold me personally for them, on the ground that they received no notice of my separation from the firm. The business has not been successful since the separation, and has run up a large indebtedness. I knew nothing of this until I received the bills. I consulted a lawyer to see if I would be liable for these bills, and he tells me that he thinks I will be. I should like to have your opinion about it.

James Alcorn.

The question involved here is: When a member of a firm leaves the partnership what must he do to protect himself from having to stand good for the future debts of the business? He can protect himself so completely that he will not be responsible for any of the debts, or he can leave himself so unprotected that he will be responsible for all of them. Here is the law of the case in a nutshell:

A retired partner is responsible for the debts of the firm, after his retirement, unless he has given notice of his retirement to two classes of people: 1, the general public; 2, the concerns, or creditors, who have had or are having relations with the business he is leaving. Both classes have to have this notice. If he fails to give notice to both classes, he is liable to any creditor belonging to the class that got no notice.

Let me first tell how this notice must be given, and then illustrate the point just made with this Pennsylvania case. Notice to the general public is given by the publication of such a notice as appears in the above letter, in a newspaper of general circulation in the place where the partnership does business. Notice to

the concerns doing business with the partnership is given in any way which puts into their hands the information that the partnership is dissolved. This can be done in various ways. It can be done by marking a copy of the newspaper notice, and mailing it to them, or by sending them a circular. I always advise notifying past and present creditors by a letter, however as it is surer to be seen by the proper people. But any way of notifiyng them will do, so long as it notifies them.

By applying this to the Pennsylvania case I can apply it to any case. In that case notice was properly given to the general public, but no notice, apparently, was given to concerns doing business with the partnership. Therefore, if the concerns who are now presenting bills were having relations with the firm when this correspondent withdrew, they can hold him responsible for them, for they had no notice of his retirement. The newspaper notice was sufficient for the general public, but it was not sufficient for concerns doing business.

The law is very insistent that this direct notice must be given. In one case the question arose whether a retiring partner was liable for firm debts that arose afterward. The creditor seeking to hold him responsible said he got no notice. The retiring partner proved that on a certain date he mailed a circular announcing his retirement to the creditor, but the creditor swore he had never received it, and the court said the retiring partner must stand good for the debts. You should be as sure as you can that the notice reaches the people it should reach.

In another case it appeared that no actual notice was sent to a creditor who was endeavoring to hold a retiring partner responsible. The latter, however, proved that at the time he drew out, newly printed stationery, bearing the names of the new partners, but not his name, went to the creditor, and also that a circular with some quotations on it, likewise bearing the names of the new partners, and not his name, went to the creditor. The court held this evidence insufficient, as there was no proof that the creditor ever saw it. These cases show how insistent the law is to see that the creditor is informed that the partnership has changed. And this is only fair, for often creditors depend entirely on the responsibility of one of the partners. If that partner drops out, they certainly ought to know it, so as to have the option of selling or not selling under the new conditions.

A few States require any change in a partnership to be recorded; if it is not done the retiring partner remains liable. If there is no such requirement, the notice must be given as I have described.

THE PRESENT SITUATION REGARDING PRICE-FIXING.

(Copyright, by Elton J. Buckley.)

Cleveland, Ohio.

We are confused about the matter that has come out of Washington of late, regarding the right to sell goods on condition that they shall be sold again at a certain price. The writer has seen references to several Supreme Court cases and he read in a trade paper last week an item that the Federal Trade Commission had now ordered everybody to cease selling goods on any condition that the price be held. Will you please instruct us just where the matter stands, as we are affected by it as to a certain part of our stock.

E G Co

For several years the United States Supreme Court has been working up to the point of flatly ruling that no seller of merchandise. whether patented or unpatented, must dictate to the buyer what the latter should resell for. Finally, in the case brought by the Victor Talking Machine Co. against R. H. Macy & Co., the New York department storekeepers, the court did make that flat ruling. The Victor sold Macy its record on condition that they should be retailed at the regular list price, but Macy cut the price and was sued. The United States Supreme Court, when the case got there, ruled that the Victor Company could not, by any ruse or plan whatever, interfere with the right of a buyer of its goods to fix his own resale prices.

This was shortly afterward followed by another talking machine case—Columbia Talking Machine Co. vs. Boston Store, a Chicago department store. This case was precisely like the Victor-Macy case, though the lawyers tried to make it seem different, and it got the same decision.

These cases practically disposed of the whole question of limited prices. It is true that both involved patented products, while in the ordinary case involving an attempt to fix a resale price, the product is not patented. This, however, made no difference. If the seller of a patented product, who has a monopoly, cannot control the resale price, it necessarily follows that the seller of an unpatented product, who has no monopoly, cannot. So that the United States Supreme Court has forever put it out of the power of any seller of any article, under the present law, to say what his buyer shall resell for.

The Federal Trade Commission has taken it upon itself to enforce these decisions, which are now the law of the land. It has begun a series of prosecutions against certain concerns who are still endeavoring to dictate the resale price of their products, and has given out an official statement that everybody else who did it would be prosecuted unless he stopped. In its order the Federal Trade Commission forbids everybody to do the following things:

- (a) Indicate to dealers the price for which an article shall be resold.
- (b) Securing agreement from dealers to adhere to such prices.
- (c) Refusing to sell to dealers who fail to adhere to such prices upon the same terms as dealers who do so adhere.
- (c) Furnishing any advantage to dealers who adhere to the resale prices, while refusing similar treatment to dealers who do not adhere to the prices.

One can see that the man who obeys this order at every point is done, so far as having any hand in the resale price is concerned. And so far as I have observed everybody is obeying it at every point. The result is that manufacturers whose products have for years been staple all over the country, are forced to sit by in silence and to see their prices cut right and One well-known manufacturer, who has always told the wholesale dealers who sell his product, what he wanted thom to resell for, and has instantly cut off any jobber who disobeyed, told me the other day that nearly everybody was cutting his price. He was afraid to cut anybody off, because of the Federal Trade Commission's order forbidding "refusing to sell to dealers who fail to adhere to such prices upon the same terms as dealers who do so adhere." He therefore sits by, and he is but one of very many in the same position, and watches the carefully reared structure of years crumbling away.

The order of the Federal Trade Commission goes further than the Supreme Court decision, and it is quite possible that it goes further than the law. If, however, the order is good, it means this:

1. That a manufacturer of a watch, say, who sells a jobber or a retailer, it makes no difference, cannot even whisper to his buyer the price at which he, the manufacturer, thinks the watch should be resold, to say nothing of tying him up in an agreement.

2. If the buyer puts a lower resale price on the watch than the manufacturer likes, the manufacturer cannot refuse to sell him again, at least not for that reason, and he couldn't even remonstrate with him for making the low resale price.

In a word, when the manufacturer makes the sale he must forget all about the goods, for he can have no more to do with them, from then on, than a stranger. The same is of course true of any seller who sells goods to be sold again, whether it be manufacturer or jobber.

I do not believe, however, that that part of the order which forbids refusing to sell a cutter is good, for there still remains the fundamental right of every seller to choose his customers, and if he can't refuse to sell a customer because he is a cutter, he can refuse to sell him without giving any reason at all.

Importance of Rubber Rings for Canning

Some Things You Should Tell Your Customers

THE U. S. Department of Agriculture, the leading magazines and newspapers, cooking schools and domestic science schools in all parts of the country are teaching canning. Now by "canning" is meant not merely the preserving of fruits in glass jars or the making of jams, jellies and marmalades.

This is now considered "old-fashioned" canning or what is properly termed preserving by the "hot pack" or "open kettle" method.

Canning as it is understood and taught today is a far more comprehensive home industry and through the methods and processes worked out by the experts of the Agricultural Department in their laboratories at Washington and as taught by their state and county demonstrators to the number of more than 5,000 operating throughout the United States, it has been practically reduced to a scientific undertaking.

Spoilage is no longer a matter of luck. If canned foods spoil, there is some good reason for it—some part of the process has been either omitted or incorrectly carried out, and it is interesting to note the estimate of the experts that during the past season 35% of the causes of spoilage reported has resulted from the use of defective rubber rings.

An Important Point.

Now the rubber rings seems a small part of the equipment necessary to can the product of your garden and orchard, yet as a matter of fact, just as a chain is no stronger than its weakest link, so the safe-keeping of every jar the housekeeper puts up depends upon that little rubber ring, and the reason, when you study the modern methods of canning is obvious.

In the old-fashioned days, the preserving was confined mostly to the canning of fruits in heavy syrups. The preserves were boiled in an open kettle until they were considered "done," then the jars were filled to over-flowing, the rubber rings and caps adjusted and the jars sealed. The sole function of the rubber rings was to provide a cushion between the cap and the jar, and almost any ring not brittle enough to actually crack gave satisfaction; in fact, rings of cardboard soaked in paraffine were often successfully used, with the result that competition among the rubber manufacturers to sell their product at the lowest possible price in their bids for business, drove the quality down until practically no rubbers except composition rings of cheap quality were available.

The war has taught us a great many things and not the least of these is the conservation of food products. Home preserving of fruits is good as far as it goes but it does not go nearly far enough to help keep a nation in food during the winter months and the far-sighted experts of the Agricultural Department and the Food Administration were clear-minded enough to foresee that some method of canning not only fruits but all kinds of vegetables, meats, fish, soups and other kinds of foods must be taught to the public.

The result is what is being taught as "cold pack" canning. Now this does not mean that the food products are packed in glass jars and sealed with cold water. Far from it. It really means "raw pack" canning. It means that the experts have discovered that food products boiled in an open kettle 212° F. cannot be subjected to enough heat or to the boiling point for a long enough period to destroy the germs and bacteria known as "spores," minute living organisms which cause fermentation because it takes from two to three hours to kill this active germ life, and food boiled in a kettle for that period would be reduced to a state of mush. It was, therefore, seen it would be necessary to cook foods packed solidly in glass jars where they would not have the opportunity of shaking about and it would not be necessary to stir them to keep them from burning so that the result is food cooked in this manner retains its shape and firmness.

The name "cold pack," therefore, has been used because the foods are packed cold and raw into the glass jars, the rubber rings and glass caps adjusted, the jars partially sealed and placed either in a hot water bath or in a steam pressure canner for periods varying from one to five hours, according to the nature of the food canned.

Now where does this concern the rubber ring? Simply this. Instead of forming a cushion between the cap and the jar as in the old-fashioned method, the rubber is now cooked on the jar with the product, and receives the hardest possible test. Composition rings were never intended to be boiled at all and the result is that when this process was first taught, most of the rings available were of the composition type and the results were tragic. The rubbers softened became swollen and spread out from under the caps, destroying the seal and the housekeeper was unable to understand how to proceed.

Complaints were made to the Department of Agriculture. The subject was investigated

and standards devised so that at the present time rubber rings made strong, firm and tough with plenty of live rubber in them are available, and these rubbers can be boiled indefinitely without affecting their consistency.

There is hardly a housekeeper among your customers who is not planning to do at least a little canning this year. Before the summer is over, hundreds of your customers will probably ask you questions similar to these:

Do you sell guaranteed rubbers?

Are your rings made especially for "cold pack" canning?

Will your rubbers "bulge?"

Do the rings you sell blow out when boiling for two or three hours as the canning teachers tell us we must do with meats and vegetables?

Will your rings stand pressure canning?

How are you going to answer these questions? It is a serious matter with the house-keeper because the result of all her time, labor and expenditure depends solely upon the rubber ring she uses and the thousands of jars which spoiled last year together with the publicity which has been given the subject of poor rubbers by the U. S. Department of Agriculture, will make her doubly cautious this summer.

The answer, however, is simple, and is merely this. Do not buy from your jobbers and sell to your customers "just rubbers." These will not do any longer. You must make sure that you have a guaranteed brand which has been approved and tested by experts of the U. S. Department of Agriculture. One that will positively stand "cold pack" canning and the test it receives by being cooked for two or three hours on the jar after the food has been partially sealed inside. In ordering from your supply houses, do not simply take the salesman's work that his rubbers are "the best," go farther than this. Examine the carton in which the rings are packed and see if it is plainly stamped with the words "cold pack." See also if the contents are made "in accordance with the standards of the U.S. Department of Agriculture."

It is very easy to find such rings. All jobbers sell them. The demand for this quality rubber is now so great that other kinds are being refused by customers because reliable rings are becoming known by name.

One brand which has been on the market for eight years and which was the original "cold pack" rubber has received such a universal endorsement from canning experts that it is now demanded by thousands of housekeepers and more than 7,000,000 packages will be sold this year. It is a wide, thick, red ring packed in cartons bearing the approval of the Good Housekeeping Institute, made in accordance with the standards of the U. S. Department of

Agriculture and guaranteed for all modern methods of canning, including hot water method and the steam pressure process.

Dealers selling this and similar rings take no chances. Those selling rubbers of unknown brands will not only find it difficult to convince their trade that such rubbers are reliable but they will be responsible for the losses of the customer's canned products later in the season and anyone who has had experience knows something of the disappointment and ill-will of the housekeeper who finds that her entire season's canning has gone for naught because the rubber rings sold to her were inferior in quality.

Your customers are progressive. They see the reliable rubbers advertised in these well known magazines and they will expect to find them in your store.

Before you purchase your season's supply of rubbers, ask your jobber if They Are Reliable, Advertised, Guaranteed, and Approved "Cold Pack" Rubber Rings.

If your distributor is able to say yes to all these questions, you are safe. Do not, however, neglect to ask for this information. You can afford to take no chances this year.

TALKING OVER BUSINESS WITH WIFE.

Mr. Man, don't be so filled with your own affairs when you return home at night that you cannot listen to what your wife has to say about the things in which she is interested.

Trivial they seem to you, because you are dealing with bigger propositions; but you do not treat your wife right when you fail to give some consideration to her and to what interests her.

How would you like your wife to reach such a state that she will feel that she cannot talk to you of her affairs because you are so unsympathetic?

Would you like to hear of her undertakings only through outside sources, and never know what she is likely to do next?

Don't expect your wife always to be the listener.

Does she fail to show interest in what you have to tell her of what has happened to you during the day?

Doesn't she warm right up every time you show a disposition to be confidential?

Be a pal with your wife. Don't drive her to keep her individual interests to herself, or you may wake up strangers some day.

MIRRORS AND WINE.

The late General Funston is credited with having once made the remark that "even the lookingglass and the wine glass have their uses. The lookingglass reveals our defects to ourselves; the wine glass reveals them to others."





The Ideal Tire of Akron's Master Tire Builders

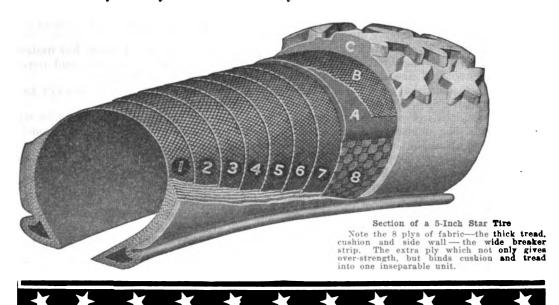
SIJAJI Hand

Knowledge of tire making, plus the money and intent of a few successful Akron men, has demonstrated the goodness of Star Hand-Made Tires to over one thousand live tire sellers throughout the country in eighteen months.

The product is not accidentally good—the men who make it have had the experience of years from which to form an ideal. The financially successful men who own the company demand the best tires that material and brains can make.

Enthusiasm is predominant among the tire sellers who control the sale of Star Hand-Made Tires in their locality. Every sale makes a friend—any successful business must have friends.

We have made friends of our dealers because Star Hand-Made Tires have made friends for them. On the next page you'll find the Star Tire distributor nearest to you—why not write him today for detailed information?



Extra Plies of Fabric. Not an Ounce of Reclaimed Rubber

There is a Star Tire distributor within easy shipping distance from you. In the Western states the following coneerns have a full stock and can give prompt attention to your orders. The reputation of these firms in their territory is as good as the tires they sell.

CHICAGO
The Star Rubber Co., 1720 So. Michigan Ave.
MINNEAPOLIS Minneapolis Iron Store Co.

OMAHA
Lee-Coit-Andreesen Hardware Co.
KANSAS CITY, MO.
Fowler-Martin Tire & Repair Co.
JOPLIN, MO.
Star Tire Service Co. WICHITA, KANSAS
The Auto Supply & Tire Co.
ARDMORE, OKLA.
Oklahoma Oil & Auto Supply Co.
ENID, OKLA.
Enid Rubber Co. OKLAHOMA CITY, OKLA. Wolf-Eagan Motor Supply Co. ABILENE, TEXAS J. M. Radford Co. PUEBLO, COLO. Holmes Hardware Co. SAN FRANCISCO Waterhouse & Lester Co. LOS ANGELES Waterhouse & Lester Co. SEATTLE, WASH. Whiton Hardware Co.

We not only give our dealers a good we not only give our dealers a good tire, but we give them good and active co-operation to help sell Star Hand Made Tires. You will find the full story interesting. If your territory is not served by any of the above dis-tributors, write us direct and we'll tell you all about Star Hand Made Tires and the name of the distributor who'll serve you.



STAR RUBBER CO. 1064 Crozier Street

AKRON, OHIO





TIRE MANUFACTURERS KNOW BEST.

The old idea of decreasing tire pressure in summer time to overcome heat from the sun and pavements is like the story of Adam and the apple—experience is costly.

While it is true that a tire underinflated in the summer will increase its air pressure, the heat from the pavements or the sun has nothing to do with it. It is the heat within the tire. This is brought about by a greater bending action of the tire as it flattens out and returns to its round shape when the wheel revolves. In other words, the constant working action of the side walls generates considerable heat which is absorbed by the tube, accordingly increasing its pressure. This bending action is eliminated in the properly inflated tire, generally speaking, and in consequence there is no added air pressure.

Tires are built to be used with a stated air pressure, and the best results can only be obtained when the air pressure recommended by the manufacturer is strictly followed at all times. The so-called expert who advocates reduction of air pressure in summer says that a reduction of five pounds per square inch will not hurt the tire. We wonder if he will pay for all the tires which break down prematurely due to this expert (?) advice?

Heaven protect us from this expert. The unfortunate part of it all is that thousands of people will follow his advice and then when the tire breaks down they look to the manufacturer for adjustment. Our advice is that the automobilist keep his tires inflated to the pressure recommended by the manufacturer. If he finds this pressure jolts him around too much, all there remains to be done is either the installation of shock absorbers or a better set of springs.

When you hire a man to take charge of your business, or one of the departments of your business, trust him enough to give him freedom from interference. If he is the man for the position, he is fit to be trusted. If he isn't fit to be trusted, in heaven's name get rid of him and get someone who is.

YOUR CUSTOMERS WILL APPRECIATE SUCH SUGGESTION.

"It is surprising how many motorists never bother about the condition of the tread of their tires," is the observation of G. E. Brunner, "And yet," he states, "the tread of a tire is one of its most important parts. It is the rubber covering which protects the cotton carcass of the tire from injury. So that, obviously, it is important that the tread be kept intact. Otherwise, dirt, water and other injurious substances gain access to the fabric and rapid depreciation results.

"If the minor cuts that are caused by running over glass, sharp pebbles, etc., are not taken care of, the tire will surely go out of service prematurely. As the tire rolls along, the cut sucks in water and gravel, which are absorbed by the fabric, just as a wick absorbs oil. The moisture causes a separation of the tread from the fabric, and the dirt works in at the point of separation. Soon the accumulation of dirt forms a 'sand blister' or 'mud boil.' The tread continues to loosen farther around the tire and the fabric slowly rots away. Then a sharp bump against a rock or other sharp projection brings the unwelcome sound of a blow-out to the driver's ears.

"Now all this can be easily prevented with the aid of a little tire putty, which costs little and is easily applied. Occasionally the tires should be inspected—say, once a week—and all minor cuts filled with tire putty. If large cuts or ragged tears are found, they should be vulcanized at once. A tire will surely go out of service prematurely if these cuts are not attended to. It is a good plan to perform this filling up of tread cuts in the evening, so that the putty may "set" over night, and become an integral part of the tire."

Other things being equal, the man sells the most who asks the most people to buy, most frequently and most persuasively. It certainly pays to ask.





You read about the Goodness of Diamonds on your Speedometer

YOU can sell Diamond Tires readily and back them confidently. They stand on their own big mileage performance, and we stand back of you.

Your customers don't need to read the magazines to learn how good Diamonds are—

The speedometer tells the story!

It is a matter of common knowledge in well informed tire circles that Diamonds give

"Better Than Average Mileage at Less Than Average Cost"

The Diamond Rubber Co.

(Incorporated

AKRON

OHIO

Also Makers of Diamond Mechanical Goods

W. S. S.

A War Saving Stamp is a Star in your Service Flag.

On sale at all Diamond District Offices



MOTOR CONDITIONS IN WAR-TORN FRANCE.

Among the many accounts which have come to us of soldier life in France, the similarity of which has been more or less marked, the one brought back by C. T. Hutchins, a salesman, is particularly interesting, in that it treats of motoring conditions as they exist in France today.

As a driver for a staff officer he became familiar with the entire battle front and obtained the broad outlook of the allied situation. During his six months' service he was attached to the transportation departments of the French, English, Belgian, Portuguese and American forces and wore the uniforms of all

of them. His story follows, in part.

"When I volunteered I anticipated the pleasure of driving the wonderful makes of foreign cars of which I had heard so much. But I was soon disappointed. Foreign manufacturers have turned out practically no cars for public use during the last four years, their ouput being exclusively for their governments. So little advance has been made in design. But their power plants are fine—we have no better motors.

"Where American cars excel is in the refinements and conveniences, such as the selfstarter, electric light, easily handled top, demountable rim, etc. Most of the tires I saw were of the smooth or steel studded type and even in the large sizes were clinchers. And believe me, I nearly faint when I think of some of the terrible times I have had, in surroundings none too pleasant, trying to change the things. The modern no-hook or straight side tire they know very little about.

"I have been in parts of France where an automobile was an absolute curiosity and excited no end of shy interest on the part of the villagers. The peasant children would almost go into hysterics when I sounded the horn

or turned on the lights.

"In one French town the mayor gathered together some of the leading men and gave a dinner in my honor, so glad were they for some visible evidence that American soldiers were in their country. I happened to be the first American soldier that had entered their city.

"It is next to impossible to get the slightest repair or adjustment outside of a regular automobile park. These parks, operated by all armies, where supplies are kept and repairs made, are situated at various points. Once I broke down at Angers, in peace times a city of 80,000 population, but being unable to obtain a repair, was compelled to go back to Paris by train and bring out a mechanic and parts. "French gasoline, or 'essence' as it is called there, is not as good as the gasoline we get here, and it goes hard with American cars. American trucks and passenger cars are coming to France in large numbers, and one sees practically every make of automobile there. French roads, outside the war zone, are beautifully lined with fine old trees. We have much to learn from them in roadside decoration and in laying them out.

"The most picturesque cars in France, to my notion, are the old Paris taxis—mostly the one and two cylinder Renaults. Every time I rode in one of these old timers I thought of the wonderful service they performed in 1914, when they carried the poilus out to the Marne in time to stem the spectacular advance of the Germans. The world does not yet realize what a wonderful part these old cars played in the

saving of civilization."

IN EXCELLENT SHAPE FOR BUSINESS.

The Motor Mercantile Company, Salt Lake City, Utah, have engaged George G. Hansen as buyer. Mr. Hansen has served for many years in a similar capacity with Chanslor & Lyon of San Francisco, and is a well informed man in these lines.

They also advise us they have placed contracts with the Federal Rubber Company, Cudahy, Wisconsin, and Swan & Fineh, New York, for distributing their lines.

As mentioned in our last issue this is a new organization, and are the only exclusively wholesale automobile accessory house in the

inter-mountain country.

A. D. McMullen is president, E. J. Raddatz, vice president, F. A. Pyke, secretary and treasurer. Other members of the board of directors are J. P. Gardner and V. A. Culver. The only officers, however, who will be active in the company are Mr. McMullen, the president, and Mr. Culver.

SMILE.

The thing that goes the farthest
Toward making life worth while
That does the most and costs the least
Is just a pleasant smile.

A smile that bubbles from a heart
That loves its fellow men
Will drive away the clouds of gloom
And coax the sun again.

It's full of worth and goodness too
With genial kindness blent
It's worth a million dollars
And it doesn't cost a cent.





You will be surprised at the ever-growing demand for PASCO Wire Wheels. Their strength, safety, elasticity, good looks, and distinctive features have created no end of favorable comment.

The wire wheel is destined, sooner or later, to become the ultimate wheel. And the PASCO Wire Wheel is helping, by its extreme "service-ability," to make this prophecy come true. If you don't believe it, ask an owner why he likes PASCO Wire Wheels.

Write for retail and dealer prices, and attractive literature

National Wire Wheel Works, Inc.

Dept. H, Geneva, New York

Western Representatives: BAILEY-DRAKE COMPANY OFFICES: San Francisco, 149 New Montgomery St. Seattle, L. C. Smith Building Kansas City, 419 Rialto Building



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HARDWARE STORE LOGICAL PLACE FOR ACCESSORIES

Our experience with auto accessories, including tires, lubricating oils and kindred lines, has been very good. Our business in these lines is of quite a proportion—we try to handle strong advertised lines of all of them, and only ones that can be guaranteed to our customers.

We think that the hardware store is a logical place to handle accessories; with the already large stock of bolts, washers, wrenches, all sorts of mechanics' tools, lubricating oils, and grease, on hand, that by adding a few staple sizes of a good tire, and tubes, a few cans of cement and patches, he has a fairly good stock; that he can increase his sales considerably—above all, after once getting started, get the new things that come out for the autoist, and drop the dead ones. We don't think that we could get along without the auto accessory line now.

MINARD & CO.

INCREASING TENDENCY TO BUY LUBRI-CANT BY NAME.

During the past four years the rapidly increasing tendency of motorists to buy their lubricating oil by name has brought about a revolution in methods of distribution.

Up to that time practically the only places you could buy lubricating oil were garages. There it was usually drawn from bulk containers and sold simply as oil, without regard to its properties, except perhaps as to whether it was classified as light, medium or heavy.

Today, motor lubricant is sold by name, not only in bulk, but also in package form. Garages all over the country have continued to increase their oil sales and in addition, thousands of general stores, hardware stores, department stores, bicycle repair shops, in fact, almost every kind of retail sales establishments, are making big profits from their motor lubricant departments.

This simply means that the demand for motor lubricant by name and its sale in convenient package form -1-gallon or 5-gallon can—has become the means of immeasurably enlarging distribution and intensifying sales. Nearly all motorists ask for oil by name nowadays-and two-thirds of those who buy their oil by name buy Veedol-the lubricant that resists heat.

How this came about is an enlightening commentary on the way science is being applied in modern business.

Before Veedol was placed on the market, four years ago, both dealers and mortorists bought lubricating oil as though it was a standardized product. In the comparatively few cases where they were aware of the fact that lubricants differ very widely in composition, purity and efficiency they did not realize how seriously the use of inferior oil damages an engine and impairs its operation.

For years the Tide Water Oil Co. carried on constant experiments, trying out every brand of lubricating oil in all types of engines, to determine the essential requirements of internal combustion engine lubrication.

These experiments proved that ordinary oil breaks down quickly under the heat of the engine, forming black sediment which neutralizes its lubricating value.

After exhaustive research, Tide Water experts perfected the Faulkner Process, which produced Veedol—the heat-resisting lubricant now familiar to millions of motorists.

Even a rut will bring you to a place where you can get a fresh start if you will only make the trial. Think of all the big businesses started by men after they were well along in years. This proves that it's never too latethat experience is only possible by having lived. You can't get experience in a college -you must pay for it with years and hard work.

Just as soon as you lose your enthusiasm you are absolutely in the way. And you are more than that; you are an expense account.

HOW TO GET THE TRADE OF FORD CAR OWNERS.

The live hardware dealer knows that there is no class of business which is more desirable than that of the Ford car owners. Not alone because one-third to one-half of all the automobiles in his community are Ford cars, but also because the Ford car owner is noted as the man who keeps adding accessories during all the long life of his car. This year, with the decreased percentage of new cars available and the increasing demands for the use of Fords for haulage purposes, this demand for Ford accessories and replacement parts is greater than ever.

With Fords the transmission lining duty is so hard that to keep the car in service, replacement of the lining is necessary. Beyond question there will be practically half a million such replacements of transmission linings made during the coming year, if the cars are to be kept on the road and give dependable service. This means big business for the hardward dealer even

in the small sized community.

But to get that business from the many owners of "The Universal Car" he most certainly must be prepared to meet three conditions. The transmission lining he sells must be dependable in quality, rightly priced and rightly packed. Many a dealer has learned by experience that the asbestos linings which are so desirable for the brakes on other cars, have a tendency to glaze over and fail for the transmission duty on Fords—except possibly in mountainous sections—with the result that he has sold his customer something which costs him more and gives unsatisfactory service.

Other dealers failing to realize how large a percentage of Ford owners made this replacement themselves have unsuccessfully attempted to get the business with cotton linings in rolls. This makes it necessary to cut off the proper lengths for the customer, increases the selling costs to such an extent that it eats up the profit on the sale and adds to the liability of error by your employees or by the car owner.

To meet these conditions the Staybestos Mfg. Co., Philadelphia, whose universal service among transmission linings have put up a package containing the three lengths necessary for Ford transmission and in just the proper width and thickness, and with the proper number of right sized solid brass rivets included. The retail selling price is a popular one—only a dollar. If you stock this Universal set for Ford cars, any boy in your store can sell the Ford car owner just what he needs, without possibility of error—and you get a good profit. "As easily sold as a package of tacks, and a lot more profitable," say the dealers who have pushed this Universal package. "A wonderful leverage for the Ford car trade," say others.

It is a wise dealer who sees this opportunity—and seizes it; who writes the Staybestos Mfg. Co. for their trade proposition, and gets busy.







INTRODUCTION

Tungstens are offered to you (the discriminating readers of Hardware World, now for the first time). Value proven for the past three years among thousands of motorists.

The ability to make good has doubled Tungsten sales each year.

Its success is due to its sturdy construction, expert adaptation of materials and absence of freak features. Enlarged output enables us to solicit your business.

THE PACKAGE

A lithographed metal box, keeping every Tungsten plug always in perfect condition. A little thing, perhaps, but one of the reasons why Tungsten Plugs appeal so strongly to every motorist.

TUNGSTEN JOBBERS:

Wood, Vallance & Leggat, Vancouver, B. C., Canada

Seattle Hardware Co., Seattle, Wash. Archer & Wiggins Co., Portland, Ore. Baker, Hamilton Pacific Co., San Francisco,

Harper & Reynolds, Los Angeles, Cal.
Arizona Hardware & Supply Co., Phoenix,
Arizona

Woodward Carriage Co., San Antonio, Texas McLendon Hardware Co., Waco, Texas W. H. Richardson & Co., Austin, Texas Roberts, Sanford & Taylor Co., Sherman, Texas Texas Auto Supply Co., Fort Worth, Texas Amarillo Hardware Co., Amarillo, Texas

Tungsten Mfg. Company, Marshalltown, Iowa

The valorous efforts of a lot of theoretical students of economy to convince the United States that the salvation of the nation lies in earning as much as possible, and spending as little, has impressed us much the same way that the opinions of old maids do on the subject of raising children.

Any man who thinks from his chin up, knows that if we stop spending, we cut off eventually our opportunity to earn, and that earning and spending, barter and sale, go hand in hand, and on them are established the principles of business that have made the American nation great.

These college professors to the contrary notwithstanding, we still believe and urge our friends to preach the gospel of "Business-tobeat-the-band" to their townspeople, and use their most valiant efforts to head off the tides of pessimism that the wrong thinking preachers are dinning in our ears.

We must not waste. We are not advocating the wasting of a single resource. But we recommend normal spending on the part of the people of this land, in order that by spending they may also earn, and thus keep up the tide of prosperity upon which must depend our ability to finance the war.

A dollar spent loses none of its value, but is passed along and spent, and spent again, giving a succession of people the opportunity to earn. We must live and let live.

It is this earning and spending that makes this the richest nation on the globe, that finances our government, pays our war taxes, buys our war bonds, and makes it possible to lick the kaiser.

WESTERN REPRESENTATIVE FOR RAYFIELD CARBURETORS.

E. A. Keithley, a well known manufacturer's representative, has been appointed district sales manager for the Rayfield Carburetor, made by the Findeisen & Kropf Mfg. Co., of Chicago.

& Kropf Mfg. Co., of Chicago.

Mr. Keithley has represented this concern for twenty-three years in the line of plumbing supplies. His representation has been so satisfactory that he has been asked to handle their carburetor line also, which is distributed by the hardware trade generally throughout the west.

FAT WAS FIRST LUBRICANT.

The history of civilization records that a piece of Dinosaurus fat was used as the first lubricant. Whether it was used to eliminate an annoying squeak in the royal perambulator or to make running easier on the big wooden wheeled ox cart is not clear, but it is quite certain that Dinosaurus fat was effective in its way.

Animal fat would hardly do in the age of motor cars, however, because of the finely ground surfaces of the bearings. The motor car bearing demands a more substantial lubricant, one that will fill the microscopic spurs and pits and form a tough, durable smooth film over the entire surface.

Dixon's Graphite Automobile Lubricants are made for this purpose. Selected flake graphite is used because it adheres firmly to the surface, and wears into a smooth heat resisting lubricant.

THE BEST WAY TO "BREAK THE NEWS" OF PRICE ADVANCE.

The problem of informing the buying public of the steady advance in prices without losing trade is engaging the attention of dealers everywhere. Time after time they have been compelled to explain the cause of high prices, and in many instances have failed to make customers understand.

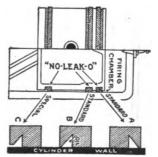
Perhaps salesmen have had to bear the brunt of explaining away high prices to a greater degree than have the dealers themselves. Unnecessary time has been consumed in reasoning with customors who, like the woman convinced against her will, were of the same opinion still. In most cases to call special attention to the price question serves to put the customer in the wrong state of mind toward both the dealer and the product. The matter should be handled tactfully, the customer being made to know exactly why he has to pay more for what he buys than he has paid before. The explanation should come from the dealer himself rather than from the salesman.

The apology scheme will not work, so it had as well not be begun. It inspires in the customer's mind the "You're not telling me the truth" idea. It tears down all merchandising principles and makes it a hard matter to revive trade.

ADDITIONAL PISTON RING FUNCTIONS

By J. E. Norwood

President Automobile Accessories Co., Baltimore, Md.



As a solution of the problem of avoiding kerosene precipitation into the crank case with subsequent lubricant dilution we recommend the use of a special type of piston ring that we have developed, so installed that the top ring provides a groove with a square edge to catch any kerosene attempting to pass. This is pushed up on the compression stroke. After the ex-

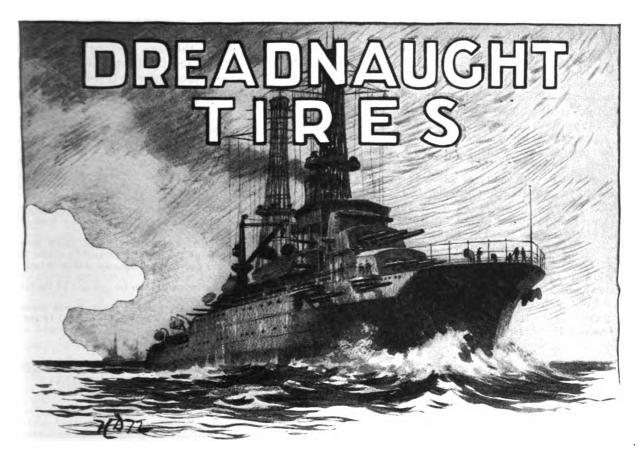
plosion or when the piston starts down this refuse is carried out of the groove by capillary action into the firing chamber just after the explosion, when it is the hottest, and the kerosene is then vaporized and exploded or ejected with the exhaust and not into the oil nit

oil pit.

Gas cannot be controlled or held in the firing chamber except by a seal of oil. Oil cannot be held down and adequate lubrication provided, except by a seal or dam against the oil. These are the principles adopted in our piston rings rather than to try and accomplish similar results solely by perfect fit, flexibility, etc.

We believe that the automobile, commercial car and tractor business would still be further advanced by the adoption of piston rings of standard width. We approve most heartily of "standardization" and will welcome the day when it is taken up more aggressively by tractor manufacturers and the standard determined upon put into universal adoption.

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THE DREADNAUGHT TIRE

is the supreme example of the spirit of the times. Its very name proclaims its strength and power and its ability to withstand the hardest wear and tear. The tremendous endurance of **DREAD-NAUGHT TIRES** is the sensation of the tire world to-day.

PACIFIC COAST DISTRIBUTORS

Strevell-Paterson Hardware Co. Salt Lake City, Utah

Dreadnaught Tire Agency 1200 East Pike St., Seattle, Wash.

James Raftery W. 617 Second Ave., Spokane, Wash. Auto Accessory & Speedometer Co. Denver, Colorado

Dunham, Carrigan & Hayden Co. 2 Kansas Street, San Francisco, Cal.

The P. J. Cronin Co. 129 First Street, Portland, Oregon

Dreadnaught Tire Co. of Los Angeles 831 South Olive Street, Los Angeles, Cal.

GUARANTEED 5000 MILES

THE SALESMAN'S BEST CUSTOMER.

(By James F. Tobin)

No, it's not particularly new, but it is not the new things that we generally need to have brought to our attention. Their own novelty makes us take notice. It's the old things that we get so familiar with that we cease to notice them or forget them.

You know the preachers have been talking for almost twenty centuries with the Sermon on the Mount as their text. It is certainly not new, but it does many of us no harm to have it called to our attention occasionally. It's one of the things we know so well that we have ceased to be aware of it.

Well, here's the big idea. Whom do you consider your best customer? Is it Bill Smith down at the mill who buys a couple of thousand of dollars' worth of your product every now and then?

You probably regard him so, but he is not. Your best customer is the man from whom you receive the little brown envelope (or is it a check) at certain welcome intervals, to wit, the boss.

How far are you willing to go to please Bill Smith, the man you regard as your best customer? He is generally a pretty good scout, but sometimes when you call he is not in the best of humor.

If he cuts you short, do you rush out, mentally deciding that he can go to H-alifax, and that you will immediately hunt another just as good (or a darn sight better)? No, sir, you do not. You use all your powers of tact and diplomacy to get him in a good humor again. Don't you? You don't resolve to let his next order go to smash just to show the old grouch that you won't stand for any of his guff. No you don't, not by a jugful.

You know the rule that has become standard in all the big department stores: "The customer is always right." That's not a bad rule to keep in mind as applied to the boss, because he is your one best bet as a customer; he has contracted in advance for your entire stock of time, and he pays cash. He never asks for extensions of time or discounts?

When you and he disagree who's right? As a matter of policy, from your standpoint, he is. As a matter of fact, he generally is. Your judgment for which you are willing to fight at times is based on the knowledge you have acquired by study, experience, and observation. From your angle, you are right. But, is it not possible that he has knowledge based on deeper study, broader experience, and greater opportunities for observation? If he is a success he must have a batting average of better than .500. He has something on Ty Cobb at that.

But suppose he is wrong. Remember Bill Smith, the man you used to think was your best customer, and use the same tactics to prove to the boss that you are the best salesman ever, for, so far as you are concerned, he is the most important man for you to convince of that fact.

INCREASING THEIR WESTERN FACILITIES.

The National Wire Wheel Works, of Geneva, N. Y., advises us that they have recently opened up service stations in the Far West and on the Pacific Coast, in San Francisco, Fresno and Los Angeles.

This service will be handled by the Electric Equipment Company, who are prepared to give the best ser-

vice on Pasco Wheels.

The necessary parts will be carried in stock at all times, so that users of Pasco Wire Wheels on the Pacific Coast will not be troubled by any delay when it comes to real service.

Other service stations will soon be opened at Seattle,

Spokane and other Western cities.

Pasco Wire Wheels are gaining much favor among the Western dealers, and they especially appeal to them on account of their distinctive constructions and appearance.

GARCO DATA BOOKLET TAKES GUESS WORK OUT OF BRAKE LINING RENEWAL BUSINESS.

The multitude of different cars on the market and the consequent variations of size in brake lining needed for renewals has been successfully answered in a booklet just published by General Asbestos & Rubber Company of Charleston, S. C., manufacturer of "Garco" brake lining.

Listed in this booklet is the name of practically every passenger and commercial vehicle manufactured. The different models of each are listed by year or number. As it now stands the data given regarding the number of pieces of brake lining, the length, width and thickness needed for renewal, is thoroughly up-to-date and it is the intention of the company to issue revisions from time to time as may be found necessary.

sary.

The Garco brake lining data booklet is of convenient size to be slipped into a vest pocket. It will be gladly sent free of charge to any dealer or repairman requesting a copy. A number of pages ahve been furnished blank for use in making memoranda and in all this booklet will be found of real, practical value to any one interested in the brake lining renewal business.

The perfect lubricant for gas engines should either be consumed entirely in the cylinder or not at all. An eminent authority on gas engine cylinder lubrication after many experiments found that the lubricant that was not consumed at all retained its full lubricating value as long as it remained in the cylinder. On the other hand, the lubricant that is only partially consumed leaves a carbon deposit, while the lubricant that is entirely consumed leaves the cylinder dry.

Flake motor graphite meets the requirements fully because the intense heat encountered in the cylinder has no disintegrating effect whatever on graphite. There are a number of devices that are made for

feeding motor graphite to engine cylinders.

The F. R. Chown Hardware Co., of Portland, has been incorporated with a capital stock of \$10,000.





HE great structural masterpieces that span the country's waterways are marvels of strength and mechanical perfection. They stand as fitting tributes to scientific skill and faultless workmanship. In the tire world, there is one line of tires whose super-construction, endurance and service have established a reputation for quality, second to none.

Experienced motorists know that G. & J. Tires mean quality combined with maximum service and satisfaction.

The DEALER who knows the value of THE NAME BEHIND THE TIRE stocks success by ordering G. & J.

G. & J. TIRE CO. 1790 Broadway

New York

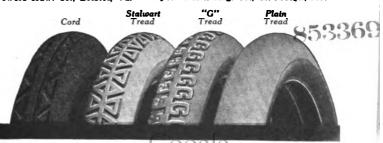
G. & J. DISTRIBUTORS

G. & J. DISTRIBUTORS

Auto Tire & Repair Co., Easton, Pa.
Bailey-Lebby Co., Charleston, S. C.
Berrodin Rubber Co., Philadelphia
Benton County Hdw. Co., Rogers, Ark.
Barker-Jennings Co., Lynchburg, Va.
Colladay Hdwe. Co., Hutchinson, Kas.
Cooper Auto Sup. Co., Thomasville, Ga.
Cadillac Auto Co., Indianapolis, Ind.
Dennis Auto Sup. Co., Richmond, Va.
Drennen Mtr. Car Co., Birmingham, Ala.
Druny & Kelly Hd. Co., Cadillac, Mich.
Donnan Hdwe. Co., Richmond, Va.
Fisher Bros. Paper Co., Ft. Wayne, Ind.
Fox Bros. Hdwe. Co., Pine Bluff, Ark.
Georgia Auto Exch., Columbus, Ga.
Gladstone Tyre & Supply Co.,
New York, N. Y.
Gunby Co., L. W., Salisbury, Md.
Heitman Co., F. W., Houston, Texas
Harper & McIntyre Co., Ottumwa, Ia.

Hatcher Co., A. S., Macon, Ga.
Janney, Semple, Hill Co., Minneapolis
Keeler Mtr. Car Co., Williamsport, Pa.
Leonard Hdwe. Co., Petersburg, Va.
Ludwig T. & R. Co., Hagerstown, Md.
Manhattan Oil & Linseed Co., St. Paul
Miller Bros. Hdw. Co., Richmond, Ind.
Mitchell-Powers Hdw. Co., Bristol, Va.

Monroe Hdwe. Co., Monroe, N. C.
Mount, W. E., Englishtown, N. J.
Myers, Geo. W., Harrisburg, Pa.
Murchison & Co., Wilmington, N. C.
Ohio Rubber Co., Cleveland, O.
Plainfield Auto Tire Co.,Plainfield, N.J.
Post & Lester Co., Hartford, Conn.
Putnam Hdwe. Co., Houlton, Me.
Russell Hdwe. Co., McAlester, Okla.
Sherwood-Crippen, Co., Columbus, Ohio
Sherwood-Chastain Co., Bedford, Ind.
Sherwood-Chastain Co., Mitchell, Ind.
Semmes Hdwe. Co., Savannah, Ga.
Stratton & Terstagge, Louisville, Ky.
Shannahan & Wrightson, Easton, Md.
Schelly & Bros., Allentown, Pa.
Seifert & Baime, Inc., Newark, N. J.
Sullivan Tire Co., Washington, D. C.
Thomas-Ogilvie Co., Shreveport, La.
Teague Hdwe. Co., Montgomery, Als.
Tennison Bros. Sdly. Co., Dallas, Texas
Townley M. & H. Co., Kansas City, Mo.
Trautwein T. & R. Co., Brooklyn, N. Y.
Waterville Motor Co., Waterville, Me.
Wyeth Hd. & Mfg. Co., St. Joseph, Mo.



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M. D. HUSSIE
The New President of the National Retail Hardware Association

Mr. Hussie is a worthy successor to the splendid men who have preceded him, for without exception these men have all been executives of a high order, clean in life and thought; successful business men actuated by a desire to serve their country and community.

He was born in the hardware business at Omaha, Nebraska, and to those of our readers who have not had the pleasure of meeting him, we are glad to introduce him.





Send for this Valuable Brake Lining Chart

Here is a chart that will be a convenience to every dealer who sells brake lining. It shows you instantly the sizes and amount of brake lining and clutch facings needed on any car. It also lists the type of brakes on each. It covers all the standard cars and metor trucks and all the models of each car for three years.

It will prove useful to you, and will also interest your customers, especially the table which shows how quickly a car should stop with brakes applied when going at various speeds.

If you sell brake lining fill out the coupon now. The chart is free to dealers and jobbers.

Thermoid Rubber Company

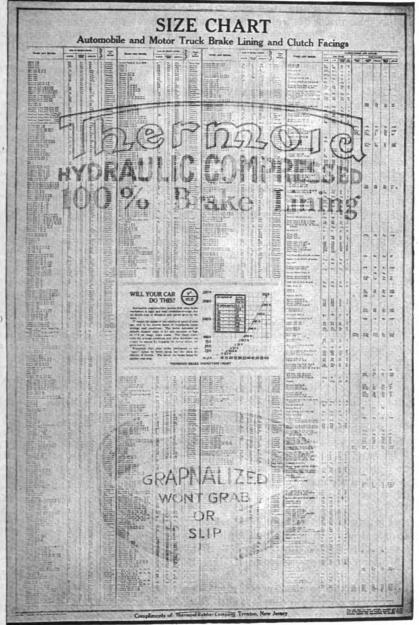
Factory and Main Offices Trenton, N. J.

Branches:

New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia Pittsburgh Boston Lendon Turin Paris

Canadian Distributors

The Canadian Fairbanks Morse Company, Limited, Montreal Branches in all principal Canadian cities



Thermoid B	tubb	er Co	٠.
Trent	ton,	New	Jersey
	Ī	ept.	10

Please send me your free chart showing sizes of brake linings for pleasure cars and motor trucks.

Name	
Street	
	City, State

GOOD WILL—THE BASIS OF THE BETTER LETTER

(By Harry W. Robbins)

There is one particular thing about The Better Letter that must be well understood before you can write it. That one particular thing is the basis upon which it is conceived or intended, upon which it is planned or worked out, and upon which it is then typed on paper.

The Better Letter is essentially an attitude of will—of your will toward the other fellow. Like everything else in life that really gets anywhere, it is the result of how you "go at" the

other fellow.

The salesman who greets his customer with a growl can do business only if the customer has got to have that particular salesman's goods at that particular time. The salesman who tries to break into his customer's mentality with a mental jimmy called "will force," or "personal magnetism," or some other sort of mental "strongarm" work, is merely a crook; and when the customer wakes up to that fact there will be no more business for that salesman from that customer.

So, this matter of the Better Letter being based on an attitude of will is no "high-brow stuff." It is a question which every salesman, every letter writer, every business concern must answer.

For instance-

Am I going to "do" this man I am writing to or am I going to do all I can for him to our mutual and reciprocal advantage?

Am I going to put myself in the place of the other fellow or am I going to "put one over" on

him—if I can?

Am I going to "go up in the air" over what he has written to me; or shall I go to the bottom of what he has to say coolly and collectedly?

Am I going to "get him," or "get together" with him? Good will is the principle of modern business. The Better Letter is based on good will. Modern business, therefore, demands the Better Letter.

And the day is coming when any other sort of commercial correspondence shall fall down flat with modern business men; for unless all the utterances of the leaders of American business and of all who follow in their train, are one whacking big line, the basis of modern business is good will.

The logical conclusion — and the actual working out — of the square deal in modern

business is the Better Letter.

The Murray & Junkins Hardware and Implement business at Columbia Falls, Montana, has been sold to the Carr-Elsethargen Company. The business will be conducted in its present quarters. Ike Busy, of Eureka, will assume the management of the hardware business for the new owners.

OVERALLS FOR AUTOMOBILES

Before war conditions forced a change, automobiles were shipped from the factory in tightly-roofed boxcars of extra dimensions, blocked in carefully and allowed plenty of room to prevent contact with the car walls and other machines. As a consequence, machines were generally unloaded at destination in as perfect condition as they left the factory.

Now, the shortage of box-cars has made any kind of a car welcome at the factory. Machines are shipped on flat cars and in gondola coal hoppers. Many thousands of automobiles have had to be delivered over-

land under their own power.

In all of these cases, exposure to dust, hail, wind, rain and snow mars and scratches the machine bodies, often making refinishing necessary. This extra expense, especially in overland shipment which is already three times as expensive as rail shipment, is serious.

To prevent such injuries in transit, a Baltimore

dealer has invented "car overalls."

The contrivance consists of a padded stick fastened across the front of the radiator, to which strips of webbing are fastened and stretched tight on both sides of the car. To these strips, the overalls, made of either fabrikoid or a rubberized fabric, are buttoned. Strips of wood along each running board and straps attached to the top hold the overalls out from the car body, which is completely enclosed and perfectly protected from dirt and the weather. A separate covering is used for the front springs and the radiator.

Each pair of overalls weighs about 40 pounds. They can be folded up compactly and carried in an ordinary suitcase. The great durability of the material permits the use of the overalls indefinitely, while its small cost is saved over and over again from its prevention of

renovating expense.

PATRIOTIC H. C. NOBLE.

H. C. Noble, vice-president and treasurer of the North & Judd Mfg. Co., New Britain, Conn., recently turned over his Cadillac and Peerless automobiles to Mayor Quigley of New Britain, to be auctioned off for the benefit of the Red Cross and Liberty Loan Bonds.

the benefit of the Red Cross and Liberty Loan Bonds.

Speaking of the matter, Mr. Noble recently said that he believed he should do a little more than buy bonds which he had done, but that he should get along in these days without some of the non-essentials.

He had three cars and believing that he could get along with one car of a lighter make, he decided to give up his more expensive machines and donated them for the benefit of the Red Cross.

Mr. Noble's example is one to be commended.

The daily press of Spokane, Wash., is responsible for the statement that a proposal had been made to consolidate three of the hardware firms of the city, that of McGowan Bros., the Spokane Hardware Co., and Ware Bros.

Mr. Ware, in speaking of the matter, said that they were not at all interested, and the matter had been

proposed by other concerns.

The consolidation was considered by them in view of the fact that the overhead expense might be reduced, although in speaking of the matter more recently, representatives of the two latter concerns, stated that the matter had been abandoned for the time.

Ross Poole, has taken charge of the hardware department of Streeter & Riddell Company of Van Nuys, Cal.

Mr. Streeter has purchased the interst of Mr. Riddell in the company, although the firm name will remain the same.





Manufactured by ECLIPSE MANUFACTURING COMPANY, Indianapolis, Indiana, U. S. A.

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KEEP ON PLUGGING.

Many people have sighed and thought or said: "I don't see why it is that everything he touches turns to gold." Back of that remark is the memory of the story of King Midas, the ruler whose touch turned everything to gold and who perished because he could not eat and drink gold.

This is not a dissertation on the reasons why we should not want the power to transmute everything touched into the yellow metal. A

little gold is enough.

The men who seem to have the power to take hold of anything and make a success of itturn it into gold if you like—do not have that power. Their successes are only bruited about. Their failures they keep to themselves. They hide them, forget them.

Heinz, the fifty-seven varieties man, failed two or three times but came up smiling each

time. And today he has arrived.

Every campaign, business or military, has its reverses. The road to success lies along steep paths, through dark valleys and over high hills. The foot slips on the incline, the darkness hides the way through the valley and the storms pound the hill-top. All delay the traveller. The weak-hearted do not press on. The ones who really deserve success keep on trying and in spite of reverses find the highway, broad and level and well lighted, that leads them straight to their mark.

It is quite a number of years since air brakes

were first applied to trains.

Westinghouse called at the office of Commodore Vanderbilt, one of the big railroad magnates of those days. He was denied entrance time and again. Finally, however, persistence won him an interview. After he had stated his case, shown his drawings and was ready for his closing argument, Vanderbilt sat back in his chair, fixed his deep-set eyes on him and said: "What this really amounts to is that you think you can stop a train with air.'

"That's just it," said Westinghouse.

Vanderbilt pressed a button and a secretary answered the call.

"This man is insane. Throw him out and don't let him in here again," thundered the millionaire.

Westinghouse went out in much less time

than he used in coming in.

But you will recall that air brakes are in universal use now. Suppose Westinghouse had accepted the dictum of the greatest railroad man of that day and given up his fight for recognition! The loss would be incalculable. whole world would be the loser. Many thousand more lives would be sacrificed each year, millions of dollars would be wasted in wrecks that today are avoided because it is possible to stop a rushing train in a few hundred feet. Without the air brake we would have no 18-hour flyer

between New York and Chicago, no swift mail delivery; we would be without hundreds of things we now accept as a matter of course.

Keep on plugging!

STOPPING SQUEAKY SPRINGS.

One of the most annoying things about an automobile is a squeaky spring. When a motorist complains about it to his garage man or to the dealer who sold him the car, it is evident that he has not been using the right kind of lubricant. Plain oils and greases squeeze out and permit friction between the bare metal of the leaves. The proper lubricant is one that will form a tough enduring film between the leaves, preventing metal to metal contact.

The Joseph Dixon Crucible Company, manufacturers of Dixon's Motor Graphite, give this advice about lubricating the springs: Jack up the car so that all the weight is off the springs and spread the leaves apart with a screw driver or instrument provided for that Then smear a creamy mixture of kerosene and motor graphite between the leaves.

Springs thus treated will ride much easier and will be entirely free from squeaks. If the Graphite is of pure flake variety, it will adhere to the surfaces, filling up and smoothing over the minute irregularities and will not squeeze out.

EMIL GROSSMAN SALES CONVENTION

The Emil Grossman Mfg. Corporation. Brooklyn, New York, recently held their annual sales meeting and convention, the program covering several days.

Addresses were made by Emil Grossman, president and general manager, also by W. H. Grainger, manager pottery department; Mr. Melzer, engineer; John U. Reber, D. M. Lay, S. H. Richey of the J. Walter Thompson Co. Sales plans were discussed by L. M. Schwartz, vice-president; New Credit Plan, by Emil Heiman; Asst. Treasurer; Manufacturing Program of the Future by Robert Isaksen.

Among those attending were the following: J. N. Lowe, H. G. Wedler, W. M. Farans, L. Rosenberg, R. Cony, M. A. Edlis, F. R. Dworak, C. B. Charmatz, V. E. Lund, G. S. Salomon, Jos. Sacks, Chas. Weinberg, S. S. Frank, S. Prince, L. V. Hansen.

Entertainment was provided by the company. It was an interesting and helpful convention.

James O. Gates, head of the Gates Hardware Company, at Marysville, Cal., and for many years a prominent hardware merchant, being connected with the old firm of White, Cooley & Cutts, passed away at his home in Marysville, recently, after an extended illness. His passing will be learned of with sincere regret, as every one who knew "Jimmie" Gates was his friend.

Olson & Johnson, of Troy, Idaho, have sold their general merchandise stock to Byklebust Bros., who will continue the business at the same stand. Olson & Johnson, will, however, retain the implement end of their business.



Century-Plainfield
TIRFS

A Big Service Tire A Big Guarantee An Oversized Tire Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are super-service tires—they are high QUALITY tires, too, they're oversized.

The company makes good on every Century Plainfield Tire that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO. SAN PRANCISCO J. B. WOOD TIRE CO. 923 E. 3rd ST., LOS ANGELES.

CENTURY-

PLAINFIELD

TIRES
Smooth Tread 5000 miles

Ford Sizes

Smooth Tread 6000 miles

6000 miles

7500 miles

Non-Skid

Non-Skid

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO



"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." PACTORIES, PLAIMPIELD, N. J.



ARE YOU A GOOD AD FOR YOURSELF!

Two men whom I know tried this experiment, writes Editor Bruce Barton in Every Week: They dressed themselves in their best clothes and went to a prominent New York hotel for dinner. The head waiter received them deferentially; the waiter hurried to take their order; they received the very best that the hotel affords in food and service. And, as they passed out, the captain helped them on with their coats and expressed the hope that they would come again.

A few nights later they put on shabby clothes, old shoes, tattered shirts and neckties, and went back to the same dining room.

Their entrance created a mild sensation. Nobody came forward to show them to a table. They were left to find a place for themselves. The waiter seemed oblivious of their presence. After they had waited 15 or 20 minutes, he came up sulkily, threw a menu card in front of them and took their order, eyeing them suspiciously all the while.

When they came to pay their checks, and he saw that they had real money, his manner changed a little, but not much.

From first to last, their experience was thor-

oughly unpleasant.

They were the same men who had been there a few nights before. Morally, financially, humanly, there had been no change in them. Nobody recognized them as the same men.

Neither their character nor their money could gain the respect that had been eagerly accorded them because of their good clothes.

Advertising men have discovered that an advertisement that is properly dressed—that is, one that is pleasing to the eye—will sell almost twice as much goods as another advertisement that may present the same goods in the same words, but in an unattractive manner.

That is to say, the well dressed advertisement does its work in the world with half the

effort required by the other.

Every man of us in business has something to sell.

Our services, or our ideas, or our goods.

Some of us wonder why other men "deliver

the goods'' with so much less effort.

One reason is that they appear successful,

and men take them at their face value.

A good question to ask yourself occasionally is: Do I look as good as I really am?

What kind of an advertisement am I for myself?

Texas Don't Want to Miss Single Issue

We have failed to receive the last issue of the HARDWARE WORLD.

You publish one of the best journals that we know of, and we do not wish to miss a single issue.

HEUSINGER HARDWARE CO., San Antonio, Texas.



TREASURER OF BUFFALO WIRE WORKS COMPANY CALLED BY DEATH AFTER BRIEF ILLNESS.

The death of Philip M. Scheeler, treasurer of the Buffalo Wire Works Company and secretary and treasurer of the Buffalo Galvanizing & Tinning Works, both of Buffalo, N. Y., occurred recently after one day's illness of pneumonia.

Mr. Scheeler, while only 33 years of age, had a comparatively long and broad business experience in the wire cloth field, having entered the firm of the Buffalo Wire Works Co. shortly after his graduation

from public school at the age of 14.

His first occupations in the wire cloth business were that of minor positions in the office and factory, going from one department to another and learning the trade thoroughly from the minutest to the broadest detail. After his experience in the various departments his inventive and new ideas soon enabled the production of various new types of weaving machinery as well as appliances and improvements to machines already in the plant and in the year 1908, after the death of his father, Mr. Philip Scheeler, Sr., who was then president of the company, Philip M. Scheeler was elected treasurer and assistant general manager, which position he occupied at the time of his death. In the year 1916 he was also elected secretary-treasurer of the Buffalo Galvanizing & Tinning Works, a subsidiary company of the Buffalo Wire Works Co.

Mr. Scheeler was well known among fraternal and business organizations and was one of Buffalo's best

known prosperous young business men.

OPENS ANOTHER TEXAS OFFICE

H. W. Johns-Manville Company, of New York, announce the opening of their Houston, Texas, office, which will be located at 426 Washington Avenue, Houston, Texas, on and after July 1st, where they will take care of the trade tributary to Houston and in line with the Johns-Manville policy of affording every facility and convenience for their trade.

J. H. McLinn, formerly with Foard & Stokes Company at Astoria, Oregon, has engaged in the hardware business on his own account.





What the double target test proves

Why the Conaphore is legal everywhere

YOU know that ordinary diffusing or prismatic lenses dump so much light directly in front of the ear that long range is impossible.

This is why the double target test is the most important test of headlight efficiency.

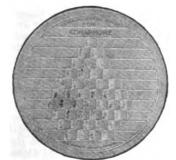
How this test is made—A target 22 inches high is set up 10 feet ahead of the car. A second target, 4½ feet high, is placed 30 feet ahead.

The Conaphore beams shoot over the first target and brilliantly illuminate the second target below- the 42-inch line, but not above it.

This gives positive proof that Conaphores provide long range—500 feet and more. It proves also that Conaphore beams never rise high enough to blind an approaching motorist or pedestrian. Legal

everywhere. Only the Conaphore passes this test.

Noviol Conaphores are best — Conaphores are made of yellow-tint Noviol Glass (patented)—the only device which eliminates "back-glare" on foggy or dusty nights, and provides a light that is easy for your eye to follow. Clear glass Conaphores are equally



The Conaphoro has a smooth front surface. Easily cleaned. Does not clog with dust or mnd

efficient except for this exclusive feature.

What this means to you—To put this important story of the double target test before American motorists we are spending about \$25,000 on one advertisement alone. Cash in on this publicity. Write for handsome Conaphore window transparency, just off the press—free to dealers—to mark your store as Conaphore head-quarters.

Retail	Pri	œ List	, per	pair	Noviol Glass	Clear Glass
5	to	6%	in.	incl	. \$2.40	\$1.60
7	to	81/2	in.	incl	. 3.50	2.50
85%	to	10	in.	incl	. 4.50	3.00
101%	to	111/2	in.	incl	. 6.00	4.00

Prices 25c more per pair west of Rocky Mountains

Sizes vary by steps of 1/8 inch above 61/2-inch size

CONAPHORE SALES DIVISION EDWARD A. CASSIDY CO., Mgrs. Madison Ave. and 40th St., New York City

CORNING GLASS WORKS

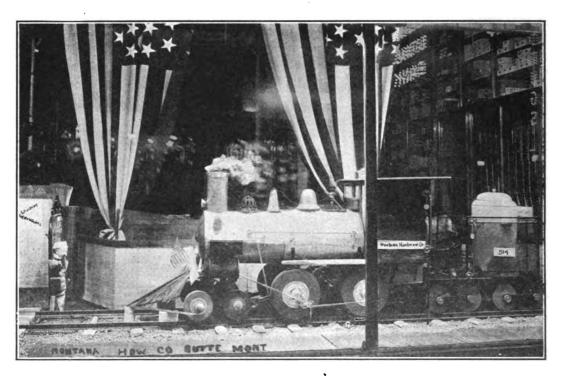
NO GLARE RANGE 500 FT.



Manufactured by the World's Largest Makers of Technical Glass

PIERCES FOG AND DUST





ATTRACTIVE SALES DISPLAY

Typical of the enterprise and progressiveness of Montana hardware merchants, we are showing herewith photo of the window display made by the Montana Hardware Co., Butte, Montana, who are large factors in the distribution of all kinds of shelf and heavy hardware, sporting goods, cutlery, paints, glassware, crockery, housefurnishing and auto accessories.

This photo does not do justice to this very attractive window, which was gotten up by two of their employes, but in order that our readers elsewhere may know of the merchandise entered into the construction of this attractive window, the following is a detailed list of the goods used:

Drive Wheels-14-inch Emery Wheels. Pony or Front Wheels-8-inch Emery Wheels. Wheels on Tender-8-inch Rubber Valves. Boiler-2 Garbage Cans. Cow Catcher—2 Steel Squares and Files. Steam Chests-Cash Boxes. Cylinders-Cast Iron Tees. Springs on Engine and Tender-Bear and Animal Traps. Smoke Stack-6-inch Stove Pipe. Top of Stack-Tin Funnel. Head Light—Carbide Lamp. This is connected with battery and lighted at night. Smoke-Steel Wool. Sand Box-Twine Holder. Rubber tube connected representing Sand Pipe. Bell-Cow Bell. Steam Dome-Twine Holder. Whistle supported with Lawn Sprinkler. Brake Shoes-Iron Paper Clips. Links-Large Crescent Wrenches. Running Boards-Sleeve Ironing Boards. Hand Rails on Boiler Cab and Tender-Towel Bars. Ash Pan-Bread Pan.

Fire Box—large Bread Pan. This is connected with electric light, covered with red tissue paper, and lighted at night.

Cab—Adjustable Window Screens.

Roof of Cab—Stove Board.

Ventilator on top of Cab—Ice Cream Mould.

Engineer and Fireman's Seats—Slaw Cutters. Fireman holding small fire shovel; cab also equipped with steam gauge and clock.

Tender supports a water cooler and coal scuttle. Rear end of tender equipped with clamp screws representing the buffer of bumper and connected with small chains. Small piece of water hose for air hose. There is a small rear light on tender also.

Rails—8-pound Steel Rails.

Ties-Pick Handles.

Railroad Crossing-Hammer Handles.

Cattle Guard—Camp Grate. You will note that the switchman lost a leg.

Length of Engine and Tender—10 feet 5 inches. Height from Rails to top of Cab—3 feet 6 inches.

Real Gravel for Ballast.

Decorations—Flags on Pilot and red and green Lanterns on top of Steam Chests.

The Montana Hardware Co. is among the most enterprising, as well as the most patriotic, in the West. They do a large business in their section.





PORCELAIN-WARE Inferior insulators, like cheap porcelain-ware cups, break under sudden changes of tempera-



STONE-WARE ne-ware withstands extremes of heat and That is why Vitristone insulators do not Stone-ware

Dealers are Cashing in on Red Head Plugs

Why the Story of Vitristone is Providing a Powerful Sales Builder

MOTORISTS used to buy spark plugs carelessly. Many still do.

But thousands are learning every day that plugs with inferior insulators cannot stand up under the severe operating conditions of the modern engine.

That is why Red Head dealers are cashing in so heavily on the increasing demand built up by the interest of motorists in the story of Vitrisulators break down under heat. Rugged, stone—the insulator that resists heat withstands the seand vibration.

verest conditions.

This story is told in Red Head advertising in the Saturday Evening Post, Country Gentle-

> man and nineteen other publications, reaching more than 20,000,000 readers.

> In every state, thousands of motorists, convinced by the sincerity and common sense of the Vitristone message, are buying Red Head plugs.

> Jobbers and dealers who are prepared to meet this enormous demand are making quick and profitable turnovers.

Write Today for Complete Details

Emil Grossman Mfg. Corp.

Bush Terminal, Bldg. 20 Brooklyn, N. Y.

Red Head

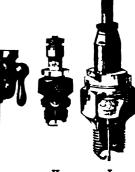
(F) Red Head Vitristone, %"-18 Big Boy. For high-powered engines . . . \$1.25

(G) Red Head Vitristone Priming, 1/2. inch Long Body, accessible type for Fords\$1,50

(D) Red Head Vitristone, %"-18 Standard. An all-purpose plug\$1.00

(H) Red Head Vitristone Motorcycle metric Protected from carbon.....





LIEUTENANT LIVINGSTON BAKER KILLED IN FRANCE

Lieutenant Livingston Baker, son of the late Wakefield Baker, of the well known firm of Baker, Hamilton & Pacific Co., San Francisco, has added his name to America's roll of honor in the war.

He was among the first of America's young men to enter the Aviation Corps of the United States Army, which he did following the declaration of war, taking his course in an aviation school, and a further training in the various encampments.

When a call for aviators was received in Paris from Italy some months ago, Lieutenant Baker was one of those sent to aid in opposing the German-Austrian invasion in France, ren-

dering excellent work.

He was a grandson of the late Livingston Baker, founder of the pioneer firm of Baker & Hamilton, of San Francisco, with which his father, Wakefield Baker, was connected during his entire life.

He is survived by a mother and one brother, who is also in the service, and one sister, to whom the sympathy of everyone who has known the name, will be extended.

It is for us to be dedicated to the great task remaining before us-that from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion; that we here highly resolve that these dead shall not have died in vain; that this nation, under God, shall have a new birth of freedom; and that government of the people, by the people, for the people, shall not perish from the earth.—Abraham Lincoln.

SERVICE.

Service cannot be bought. That is, the real, loyal, thoughtful service of employes. Its value

is immeasurable, it is beyond price.

Many business houses, now successful and well established, had a long and hard struggle to obtain a standing. There were troubles and difficulties which seemed almost insurmountable, but the battle was won with the help and effort of assistants who not only sacrificed their time willingly, but gave of the best in them without thought of recompense. That is service.

It is an indisputable fact that the success of every establishment was, is and will continue to be due to the faithfulness of its workers.

Hardware World Always Read

The HARDWARE WORLD is easily the best hardware journal that comes our way and, unlike some others, is always read from beginning to end.

Yours faithfully. BASIL COOPER HARDWARE LTD.

AUTO TRANSPORTATION IN FRANCE

What the motor truck and car can accomplish as a means of wholesale transportation in being demonstrated daily in France by the American Red Cross fleet of 634 vehicles. These not only handle an average of 2500 tons of freight monthly at fourteen ports, move nearly a thousand tons a week from the Paris stations and the Seine landings but transport supplies, workers, refugees and wounded in all sections of France not omitting those parts under shell fire. If a hospital suddenly wires in that it needs emergency supplies, if a car or truck will get them there quicker than will a train, the load goes with a Red Cross driver. If a German drive threatens a village, Red Cross trucks are there to move the civilians and their belongings to a point of safety or hasten them to refugee trains waiting at distant stations. The ambulances may assist with wounded soldiers on their way back to base hospitals or may answer a call from a bombing raid to help uncover and remove the wounded.

Trucks, ambulances and cars all serve at times as passenger vehicles. In two months they answered 2528 calls to move people in Paris alone—many of them being refugees to be taken from one railroad depot to another. In a single week there were 233 city calls, 130 for journeys outside of Paris and 47 cars were sent for prolonged duty near the army lines.

Of the fleet, 385 are trucks and ambulances. 246 ordinary cars and 22 motor bicycles. keep the fleet moving, the Red Cross maintains two large garages and an automobile park in Paris. Fifteen other garages meet the needs of the port and other transportation services. Complete machine shops with skilled mechanics

are maintained at the chief garage. Speed in handling goods at the ports is an essential and the Red Cross drivers are rather proud of moving 300 tons from one landing in a single day. A single cargo of 38,000 cases weighing 980 tons was handled with similar speed by the gasoline transportation corps. The goods platform at Paris may contain 15,000 cases at a time.

Over 80 per cent of the Red Cross supplies have to pass through the capital on their final journey of relief. Practically every article shipped via Red Cross from America, whether a baby's sock, a case of bandages, or a complete hospital equipment, is handled at some point in one of these cars.

Salem, Wisconsin-W. F. Kester succeeds Kester & Feldcamp.

Suring, Wisconsin — Suring Hardware Co. succeed Edward Wegner.

Reedsburg, Wisconsin - F. W. Ellenberg succeeds Ellenberg & Ost.







Which one will you push?

It's easy to decide. The extinguisher that has the most points in its favor, and that is sold on a policy which protects you, is the best sales proposition.

Speed in fire fighting is all important. With a Johns-Manville Extinguisher you can pump up pressure while running to the fire. Once there, that pressure throws a drenching stream where it is most needed. Even though pumped and aimed at the same time, the stream is steady, regardless of the speed of the pump plunger.

This feature of a steady, pressure-thrown stream is doubly important for it means you can reach up and over, down, in or around, and accurately search out incipient fires. Most fires start in places hard to reach—doubly hard if you must use two hands while pumping and aiming.

These exclusive expert-endorsed features make the Johns-Manville Fire Extinguisher easy to sell. For by them, safety is increased. They are made possible by the lever-controlled, pressure-thrown stream which is available only in this Johns-Manville fire-fighting weapon.

H. W. JOHNS-MANVILLE CO.

New York City

10 Factories — Branches in 61 Large Cities



HOMELY BUT TRUE PHILOSOPHY.

A. C. Rulofson, Western Sales Representative of the Brier Hill Steel Co. and Pittsburgh Steel Co., under the heading of the "No Hurry Club," sends the following:

He generously says it was stolen from a copyrighted friend who is a "Regular Fellow."

Our motto is "Never put off until tomorrow that which can be extended for thirty days." It is not what you owe but what you pay that keeps you broke, still you will find the best way to make a slow horse fast is not to feed him.

Our members do not express their opinions, they send them by freight.

Cast your bread upon the waters and it will either come back cake or obstruct navigation.

You'll find, however, if you want a thing well done all you have to do is to tell the waiter to bring it rare.

Bill says six things are essential to the formation of a happy home. The first is a good cook and the other five are money.

Your enemies will never kick you when you're down; they will stand aside and let your friends do it.

Seriously, what would it profit a man to gain the whole world and pay it to the government for income tax?

After all, a man can not make a fool of himself all of the time—he has to sleep occasionally.

A man can rush into debt but he seldom comes out of it faster than a walk, still the only advantage the chap has who fights and runs away is that he may live to draw a pension.

Some men will kick a strange dog just to find if he is good natured or not.

I have often thought that the man who drops a penny in the contribution box and expects a golden crown has faith to burn.

Many a man who sowed his wild oats in his youth now has to eat cracked oats in his age, still justice is when the verdict is the way we want it.

Notwithstanding all that, it is a wise old acre that can get itself divided up into building lots.

So taking it all together or taking each paragraph separately, it simply resolves itself into this: Don't worry today; put it off till day after tomorrow and get somebody to do it for you.

There is no hurry about telling your troubles, they are really not interesting to others.

Success is a monument built of surmounted obstacles.

HARDWARE DEALERS WAKING UP

Hardware dealers everywhere are waking up to the fact that they are the legitimate distributors of automobile casings and tubes.

Those who have not yet secured a tire agency, should, without further delay, complete their arrangements for the reason that within a season or two later good tire agencies will be very difficult to procure. The dealer can very readily assure himself that there is a large volume of tire and tube business in his immediate vicinity, and the demand is always increasing.

The dealer should be very careful to secure a line of tires and tubes which have real merit, and a line that gives satisfactory service, so that the complaints which he might receive will be reduced to a minimum.

The Gillette Rubber Company have a well defined policy for the distribution of Gillette Safety Tires and Tubes through the dealer. Their plan of co-operation with the dealer is unique, and up-to-date. Their sales and advertising campaign is specific and produces results.

Gillette Tires and Tubes are made by the Chilled Rubber Process, which is a method devised by them for toughening and strengthening the rubber and fabric, and in this way they produce tires and tubes which give unusual mileage and, therefore, their products are extraordinary.

Hardware dealers everywhere should get in touch with them for this most desirable agency. Their factories are located at Eau Claire, Wisconsin. Distribution has been arranged for with large and responsible jobbers in all of the large and important cities.

If the hardware dealers will address their letters to Gillette Rubber Company, 122 South Michigan avenue. Chicago, they will receive a prompt and courteous reply.

"GO-GETTERS"

A western general merchandise store inserted the following card in the local weeklies:

"All persons indebted to our store are requested to call and settle.

"All those indebted to our store and not knowing it are requested to call and find out.

"Those knowing themselves indebted and not wishing to call, are requested to stay in one place long enough for us to catch them."

R. P. Porter, of the Las Cruces Lumber Co., at Las Cruces, N. M., and Geo. B. Johnson until recently with the Wolfinger Merchantile business, of Las Cruces, purchased the establishment of T. C. Hollowell at Hatch, Arizona, and will engage in the general mercantile business, handling hardware and house furnishings. The business will be conducted under the name of the R. P. Porter Co., with Mr. Johnson in charge of the business.

The San Jacinto Hardware Co., of which John Shaver is proprietor, at San Jacinto, recently suffered quite a severe loss through an earthquake.

DON'T WANT TO MISS A COPY.

I enjoy reading the "Hardware World" very much, for it has been a great help to me, and has given me many good pointers.

I am indeed glad I subscribed for it, and hope

you will continue to mail it to me promptly as you have done before

K. BAUMAN.





GILLETTE Safety Tires

SOLVING OUR DEALERS' SELL-ING PROBLEMS

THE CHILLED RUBBER PROCESS

The delivery of an order of tires to a Gillette dealer does not conclude our interest in those tires. Rather it is but the very beginning of our merchandising effort, for we know that our own success is absolutely dependent upon the success of our representatives.

To prove our desire and willingness to be an active agent in the direct merchandising of Gillette Safety Tires, we have prepared a plan of dealer co-operation most unique in the advantages it confers upon Gillette dealers.

But an even greater merchandising advantage is offered our dealers in the use of the Chilled Rubber Process of manufacture pronounced by tire experts to mark an epoch in tire construction. No other tire can be made by the Chilled Rubber Process and none but Gillette dealers can cash in on its benefits.

Tire dealers of aggressive reputation and standing will profit by communicating with us at once.

The Gillette Rubber Company

GENERAL SALES OFFICE 1834 Broadway, New York

CHICAGO OFFICE 122 MICHIGAN AVENUE FACTORIES BAU CLAIRE, WIS.

SAFETY TAIL LIGHT



One of the best and most necessary auto accessories on the market in recent years is the King Safety Tail Light, a combined search-light and tail light, manufactured by the King-Bull Manufacturing Co., Chi-

cago, Illinois.

The King Safety Tail Light prevents accidents when backing auto on narrow or unknown country roads, backing into a garage or dark alley. By simply pushing a switch button, which may be located to suit the convenience of the driver, this safety tail light throws

a white light 50 feet back of car and from fence to fence of the widest road, and shows any obstructions and ditches at night that would hardly be possible to

see otherwise.

The King Safety Tail Light was developed as the result of a car backing over an embankment at night. It is designed to add to the appearance of any car and replaces any single or double contact tail light that is electrically controlled.

The searchlight, which is controlled from a switch,

and the regulation tail light are in one compact lamp. Searchlight can be turned on or off at will.

Rear end searchlight lens is four inches in diameter; the red tail light lens is two inches in diameter. Three windows at the base of lamp throw a bright light on license plate. Wiring connections are finely finished in hard rubber.

Lamp is light in weight, compact and beautifully finished in black (baked enamel). Two bulbs, necessary connections, bracket to fit all ears, and switch, are furnished.

A glance at the photographs shown here, which were taken at night, gives the motorist a fair idea of what the King Safety Light means to him when he finds it necessary to turn around or back up his car in the dark.

A mind that is open to the past as well as to the future, that takes in the lessons of history, which is but another name for world experience, is apt to be cautious toward the socalled new idea. New ideas are not found to be so plentiful when one studies history and learns to recognize old things under their new names.

PASSING OF EVAN J. SHIPMAN.

Evan J. Shipman, of Sargent & Company, New Haven, Conn., died in that city May 8. Since entering the employ of Sargent & Company in 1899, his natural ability, his energy and the enthusiasm he put into his work enabled him to grow into a large place in the organization and at the time of his death he occupied an important position in the selling department, having charge of the sales of certain special lines and also of the goods used for government purposes and in shipbuilding.

He was intensely interested in the latter branch of business and after the beginning of the war devoted a great deal of time to government work in which he co-operated with public officials in Washington and other cities, many of whom he knew personally; it was a pleasure to him to place his knowledge and experience at the disposal of the officials of the different government departments with whom he came in

In the business trips he made each year he visited all sections of the country and as a result he had a wide acquaintance in the hardware trade. He had a courteous and genial manner which won for him many

friends. Mr. Shipman was born in State Center, Iowa, and his boyhood was spent in Florida; he moved to the North in 1895. He is survived by his wife and also his father, Col. V. J. Shipman and a brother, Brooks Shipman, both of Florida, and a sister, Mrs. Arthur A. W. Tuthill of South Dakota.

LUBRICATION OF PARAMOUNT IMPORTANCE.

To the motorist who realizes that twenty-five per cent of the power delivered by his engine is lost in friction, the question of lubrication is one of paramount importance. Grease cups are gone over, oil reservoirs



are watched carefully, bearings are inspected regularly and frequently cleaned.

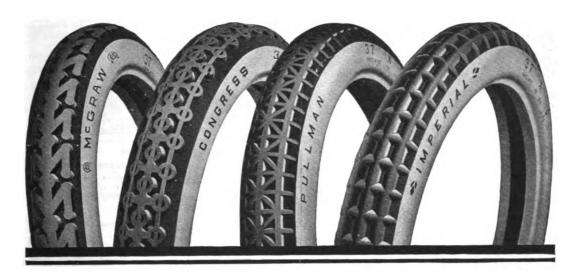
Care in the selection of lubricants is important to him too, as he realizes that each bearing, gear or spring requires its particular kind of lubricant. Engineers who are experts in the line of automobile lubrication point out that plain oils and greases squeeze out under great pressure and heat. When flake Motor Graphite is mixed in, however, the oil or grease serves as a vehicle to carry the graphite to all parts of the bearing or part to be lubricated. The flakes of graphite adhere to the surface, fill all the minute irregularities and form a tough, durable film which prevents metallic contact. The graphite does not squeeze out.

MORE GOOD OUT OF "HARDWARE WORLD'' THAN ALL THE REST.

We take this opportunity of expressing our appreciation of your magazine. We have been taking System and the Hardware Dealers Magazine, one \$2.00 per year and the other \$1.50 per year, and we have cut out all but the "Hard-ware World" as we get more good out of it than we did of the other two.

Very truly yours, SMITH & HAMILTON, Washington.

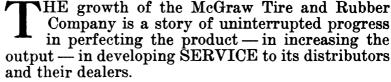


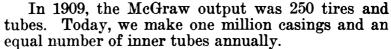


McGraw Products

Pneumatic Tires - Motor Truck Tires - Inner Tubes

Progress





The distributors and dealers who sell McGraw products in each locality enjoy a growing business year after year.

The opportunity may be open to you. Write for our proposition to wholesale distributors.



East Palestine, Ohio



Distributing Warehouses: New York Boston Atlanta St. Louis San Francisco

SERVICE BIG FACTOR IN SELLING OF TIRES

Just as service has been amazingly developed by the more progressive automobile dealers who first realized its value as a sales stimulant, so it has made remarkable progress during recent years in the tire end of the industry.

It is conservative to say that probably more stress is placed on service facilities in the tire advertising copy of the various manufacturers today than on any other single item. It is also interesting to note that some of those manufacturers who, in the early days scoffed at the elaborate service methods of their competitors, are now putting into effect service plans of a most extensive nature.

F. C. Millhoff, general sales manager of the Miller Rubber Co., of Akron, bases the success of that company's tire ambition wholly on its service methods.

"Irrespective of the merit of a product, if it is of

the kind that is subject to wear and tear, some provision should be made for its protection while in use." declares Millhoff. "The manufacturer should not only render that protection to his product in order that he maintain a high standing in the industrial world—a position of dignity and integrity—but he certainly owes it to the consumer.

"The consumer is the manufacturer's best friend. The success of the firm stands wholly on the attitude that the consumer manifests toward him, and, if the product has merit, and the consumer gets the right kind of service, there never need be fear concerning

that customer's loyalty toward the product.

"We of the Miller Rubber Company consider our customers our best friends. An example of this is shown in Akron, where 70 per cent of all the tires in the world are manufactured. The Miller Company, by no means the largest producer in Akron, sells more tires in that city than any other single company. There is but one reason for the Akron demand for Miller Tires, and that is that the Miller Company was the first to give Akronites a really modern and efficient service station.

"We have endeavored to maintain that leadership in service facilities ever since, with the result that we think it is not so much a question of creating a demand for our product as it is a problem for us to fill

that demand.

"Prompt, efficient and economical service is, in my opinion, indispensable from the standpoint of a company that would attain the highest degree of business success."

FOR DEALERS IN AUTO LAMPS.

Few auto lamp dealers have found it possible to keep their stock in any kind of attractive order. So long as the original carton container was the most practical means of carrying the lamps in stock, the stock was certain to look ragged and confused. Constant was certain to look ragged and confused. handling was bound to result in torn and soiled cartons, and in a mixed-up stock. There was a lot of breakage to take the fun out of the profit.

To remedy this unsatisfactory condition among the dealers an all-steel cabinet is now being supplied at wholesale cost, by the American Ever-Ready Works of National Carbon Co. Inc., Long Island City, N. Y.,

as illustrated above.

Not only does this Eveready cabinet display the lamps to customers in most attractive and sales-pulling show, but it holds a stock of 400 lamps in one-half the space it would occupy in the original boxes. No cartons are used in this cabinet—just five drawers, each containing a tray punched with holes wherein the lamps are placed.

Any style lamp can be found instantly. The various lamp styles are illustrated in actual size on the outside of the cabinet drawer with lettering thereon showing the new catalog number, candle power, voltage, base and its size and type. When a drawer is opened, there are rows of lamps, each equal to unit package quantity extending from front to rear of the drawer; and each row of lamps is of exactly the same style as pictured at the head of the row on the outside. To avoid accident, the drawers are constructed so they cannot be pulled from the cabinet.

As this Eveready Cabinet is a permanent steel fix-ture, only such lamps as are in daily demand, have



been lithographed on the drawers. There are several blank illustrations of each size which can be utilized when extra space is desired for popular styles; or they may be lettered to describe any special lamps which it may be desirable to carry, thus permitting flexibility of stock and assortment to meet the needs of dealers in various parts of the country.

In size, the Eveready Cabinet is 221/2 inches wide. 16% inches high and 12 inches deep, easily fitting in place on the dealer's counter or shelves. Sign at top

is collapsible for convenience in shipping.

As a sales puller and eliminator of breakage, this cabinet should be an excellent investment for all Everready lamp dealers.

A UTILITY ENAMEL.



There is a big need for an all-round utility enamel which the motorist could use for retouching all shabby metal parts of an automobile that will be satisfactory for painting the engine. It should be air-drying for retouching work and possess heat baking qualities that would insure satisfactory results when applied on an engine.

After several months of testing and experimenting the Norwesco Laboratories have now added to their

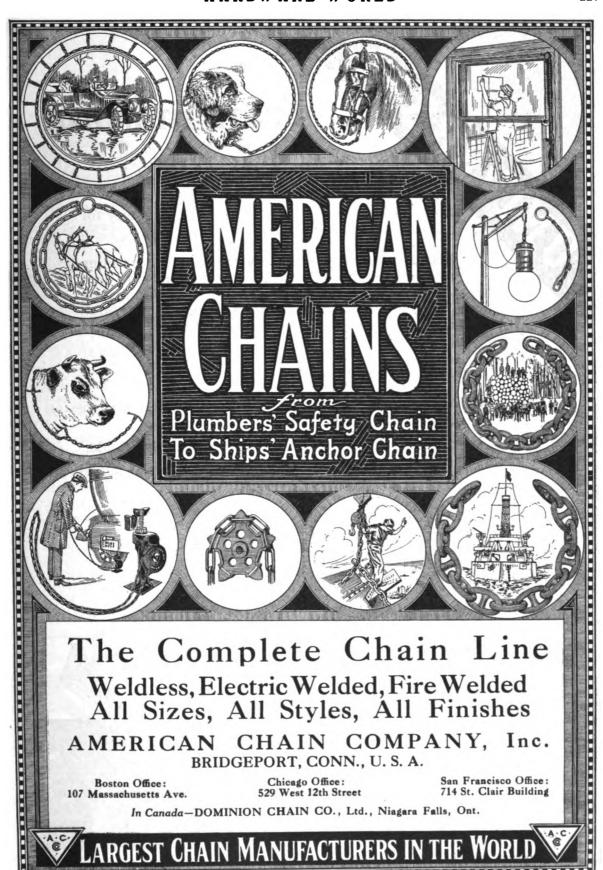
line of chemical specialties "Norwesco Utility Black." A black enamel designed for retouching all metal parts of an automobile such as the lamps, hood, radiator, and fenders, and also for painting the engine. It will dry hard and glossy in about one hour. Made in two sizes: pints and half-pints which retail for \$1.00 and 60c respectively.

Norwesco Utility Black is manufactured by the Northwestern Chemical Company, Marietta, Ohio.

The Frazier Hardware Company of Milton, Oregon, report a very satisfactory business and trade outlook.

The Corbin Hardware Company of Mabton, Wash., report a very satisfactory season thus far, and expect to keep unusually busy.





Transmission Lining

offers a remarkable business opportunity for live hardware dealers.

Because it is superior in service to any cotton lining heretofore produced. Quicker in action, as sure as it is speedy. Quiet—absolutely chatterless. Compactly woven, like the famous S-M-C Brake Lining, then treated with a perfected compound which makes it slip-proof, water-proof and oil-proof.

\$1.00 Complete

Set for Fords includes three proper lengths for Ford transmission bands and all rivets required, all boxed in a handy package.

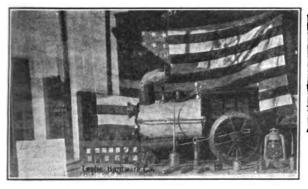
"As easily sold as a package of tacks and a lot more profitable."

Get our quantity prices for dealers—write for it on your letterhead. Use it as a lever to pry loose the big trade of the users of "The Universal Car."

STAYBESTOS MFG. CO.

The "Modern" Factory Equipped to Make All Widths Up to 6 Inches





PATRIOTIC DISPLAY.

The Leslie Hardware Co., Mansfield, Washington, in order to give as much publicity as possible to the Third Liberty Loan, devised the display shown herewith. It was made of hardware entirely from their stock.

This display attracted much attention, and their patriotism was favorably commented upon.

Hardware merchants can always be depended upon to do their part in all activities pertaining to the war.

A GERMAN STATEMENT

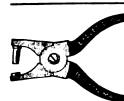
We trampled neutral Belgium, But France was all to blame. We sank the Lusitania, But England's was the shame.

We've shattered vessels right and left When crews were unawares, But why will people sail the seas? "Tis plain the fault was theirs.

We plotted with the Mexicans
Against the U. S. A.
But did it all, as we've explained,
In the most friendly way.

In short, whatever Germans do
Is right and justified.
It must be so, indeed, because
The Lord is on our side!

-Puck.



EYELET TOOL CO.

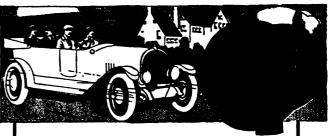
Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free, Established 1858.

40 Lincoln Street BOSTON - MASS.

For Better Bookkeeping

LOOSE I-P LEAF

ASK YOUR STATIONER



Practical Reasons for Equipping the

ORBIN-BROWN SPEEDOMETER

Operating on the centrifugal principle, the Corbin-Brown is immune to electrical disturbances and is not affected by extreme temperatures.

Compound governors enable it to record accurately as low as two miles an hour. These governors also absorb all shocks so that the indicating hand remains steady.

The trip odometer is **below** the indicating hand. Its reading is not interfered with when the car is in motion. The season odometer is 100,000 miles, with automatic reset to zero when the limit is reached.

The Corbin-Brown can be connected to either right or left wheel or to the transmission. It records speed and mileage whether the car is moving forward or backward. In some other speedometers the indicating hand does not record any mileage when the car is moving backward, while the odometer subtracts mileage instead of adding it.

The Maximum Speed Hand, an extra feature, registers the highest speed attained and remains at that point until reset to zero, which can be done in an instant.

Equip the Corbin-Brown for 1918

Catalog on Request

The Corbin Screw Corporation

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles



SUCCESSFULLY CONDUCTS HARDWARE BUSINESS, ALTHOUGH TOTALLY BLIND

A HARDWARE WORLD representative, in his rounds in Florence, Kansas, visiting one or two of the stores, was informed of the location of another store further up the street. Here is the story in his own words:

Upon entering I found nothing unusual in the general arrangement of the hardware store, the ordinary general lines being carried and occupying pretty much the same position.

However, a noticeable feature was the very neat, orderly, precise way in which stock was kept; every-

thing seemed to be exactly in its place.

There were no loose ends, as so frequently happens in the case of country hardware stores. I walked back toward the rear, and imagine my surprise when a man totally blind came forward and greeted me most cordially

I told him who I was, and while we were talking a customer came in and asked Mr. Walters, for that was his name, if he had any 10x14 window lights. He said yes. The customer wanted three of them. The blind man walked from behind the counter, crossed to the other side of the store, found the stairs to the basement, and returned with the three lights of the required size, which he handed to the customer, who asked the price, and was told it was 51 cents. He handed the merchant \$1.00 in payment, and received the exact change, which was taken from the money drawer without any hesitation or question by the blind man.

I was again alone with this truly wonderful man, and so surprised, for I could hardly believe such a thing possible. I then began to inquire if he did much of that kind of work, and was told he did everything himself, even to writing his letters on the typewriter.

The only help or assistance he has to have is someone to read his letters to him, and to check his invoices.

He said he was unfortunate a short time ago in losing his wife; that he now lives with a niece and her husband. Mr. Walters said they had their own cares. and he disliked to bother them to read to him. He has been keeping store for twenty-five years, doing all his own work, although his wife used to help him in keeping his books and making out his bills, but he attended to waiting on the trade.

He could go to any article in his store, get the size -be it a bolt or a kitchen utensil-and he knows the price of everything he has.

I asked him how he managed to select the color of

paint. He said the customer selected what he wished from the color card, and told him the number on the board. He could find the desired color or shade by the number on the cans on his shelves.

His bolt rack, neat and precise, he made himself, and a number of small drawers from counter level to the floor for small sizes, and he can pick out a 7-16x2% as easily as anyone, or any other size for that matter.

Mr. Walters said he would be glad to have us tell the story of his work, and what he has been able to do, because it might reach someone who was similarly afflicted, and would encourage them to engage in a similar occupation. He was 70 years old on the 17th

of April.

From childhood he was almost blind, and totally so

at seventeen years of age.

He was educated at a Pennsylvania institution for the blind.

He is of a cheerful, optimistic temperament, and

was laughing when reciting some of his experiences. From outside sources I learned that he was a good violinist and an active church worker, teaching a class in the Methodist Sunday school. He can tell by feeling the top of his letterhead, where it is printed, as to put-

ting his letter in his typewriter properly.

We are glad to tell this story, just as it has come to us from one of our representatives. The hardware merchant who thinks he is handicapped and is laboring under difficulties, should again read the story of Hanson Walters, which should serve as an encouragement and inspiration not only for older men, but it should make many young men ashamed who feel they haven't a chance or that they are too greatly handicapped even when in complete possession of all five physical senses.

MISSOURI PIONEER MERCHANT ANSWERS SUMMONS

C. C. Newman, who established the Newman Hardware Company, passed away at his home in Columbia.

Missouri, at the age of 76 years.

Mr. Newman was the oldest merchant in Columbia, and was a native of Missouri. He was much interested in educational matters, and assisted in various movements designed to benefit his home community. He was actively connected with the State University in Columbia.

He is survived by five children. Arthur Newman is the manager of the Newman Hardware Company, Columbia, and Roy Newman is engaged in the hardware business at Moberly, Missouri. He was well known to the entire trade. Mr. Newman was a man highly regarded by everyone who knew him.

HARDWARE WORLD THE FAVORITE.

Your last issue of the "Hardware World" has just come to our desk, filled as usual from cover to cover with interesting and helpful trade news and high class, well printed advertisements.

There is scarcely a Hardware or Implement Trade Paper published that we do not receive regularly, but we are pleased to tell you that none of them are welcomed by us more than "Hardware World," which, in some respects, is our favorite among them all.

There is every probability that we will never cease to use your columns, as long as we have a dollar to invest in Trade Paper advertising: and when we have not this, we assume we will be out of business.

With kindest regards and best wishes, we Yours very respectfully, C. S. NORCROSS & SONS. remain.



AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle, Why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago



Twenty-Six Thousand

MELLIN'S ADJUSTABLE GEAR SHIFT EXTENSIONS

have been bought this year by motorists, through exclusive accessory dealers.

It's a ready seller — takes small shelf room—doesn't call for installation — gives good profit.

WHY NOT STOCK IT?

Brings the gear-shift lever to just the convenient position for each driver.

For Dodge, Nash and Overland, Models 75-90. List \$1.25. Buick, Oakland and all cars with removable ball on shift-lever. List \$1.50. Hudson, Overland 85, and all cars with solid ball top. List \$2.00.

At Your JOBBERS or Write

M & H NOVELTY CO.

857 E. 24TH ST.

LOS ANGELES



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.

Manufacturers of the famous Protex Automobile

Bumpers which fit 95% of cars now on the market.

Other Protex Products

Tire Removers
Tire Gauges
Tire Holders
Fire Extinguishers
Oil and Grease Guns
Triple Socket Wrenches

Connecting Rod Wrenches
Double End Spark Plug
Wrenches
Piston Ring Compressors
Breather and Oil Fillers

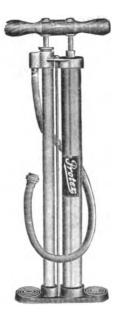
renches Tire Pumps Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.

13-15-17 N. Jefferson Street

Chicago, Illinois



LIVE LOS ANGELES RETAIL HARDWARE CLUB

Los Angeles is maintaining its reputation of being one of the best organized cities when it comes to united efforts on the part of her business men and institutions, in the organization known as the Los Angeles Retail Hardware Dealers' Club.

This club started out only a short time ago with fifteen members, and now it has over one hundred and fifty, and the end is not yet.

One frequently hears it said that the retail merchants cannot work harmoniously and successfully together, that there is a spirit of jealousy and envy, backbiting and suspicion that doesn't exist among other merchants; but if that is true either the Los Angeles hardware dealers are made of different clay, which we don't think is at all likely, or else they have found a way of sinking any personal feelings which they might have and all pulling together for the benefit of each other.

In other words "one for all, and all for one." That is the right spirit. We know that the retail merchants elsewhere have just as much business ability, are just as anxious to make an honest dollar, and do not allow a dollar to blind them to any great extent.

While it took quite a bit of preliminary work and missionary effort on the part of the interested dealers yet they had men in the organization who believed they would find a common ground, that they could work together to their mutual benefit, and they have done so.

At a recent meeting Walter Callahan was elected president; William J. Reid, vice-president; J. Glenn Marks, secretary and treasurer.

ENTERPRISING ARIZONA MERCHANT

The Pratt-Gilbert Co., Phoenix, Arizona. who are one of the largest factors in Arizona in the distribution of pipe, pump fittings, implements, vehicles, heavy hardware, gas and oil engines, mining and general machinery, have issued a new catalog showing their complete line.

While agricultural implements, vehicles and farm machinery are still very large lines with them, their catalog is designed more for the purpose of covering their mine, mill and smelter trade, as well as the store trade pertaining to these lines.

They tell us, however, that one must not infer from their catalog that they are going out of the implement or vehicle business, for, as a matter of fact, they are carrying a larger stock at this time than they have ever carried before, and we believe are the only concern in Arizona who are actually jobbing these lines.

C. H. Pratt is president; P. R. Helm, manager; C. S. Gilbert, secretary and treasurer, of the institution. They report an excellent trade

outlook.



Rex Gasoline Hose has a core of asbestos packed steel tubing, covered with gasoline proof gum, over which is woven a cotton jacket. Rex Gasoline Hose is recommended for use in connection with measuring pumps for gasoline and oil, and to those who require service and satisfaction.

The couplings are of the compression type, especially designed so they cannot leak or pull off, also giving full flow without any back pressure to pump. Couplings and hose to fit all pumps, made in the following sizes: ¾-inch, 1-inch and 1¼-inches. Any length.

Packless Anti-Drip Nozzles also furnished.

SAN FRANCISCO

Distributed By

Dunham, Carrigan & Hayden Co.

JUST THE SOCKET

JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO. ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO, Chicage, III.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Mashville, Tean.





File it in your memory-R-O-Y-A-L —

Cross-index this trade mark under Standardization, Serviceability and Economy.

- "Standardization"—because Royal Cotton Waste is guaranteed for uniform quality, even weight and 6% "tare" (wrappings).
- "Serviceability"—because its selected materials, scientific manufacture and unqualified clean-ness give it maximum absorbency.
- "Economy"—because more work with less waste means a striking cost reduction at year's end.

Especially if you choose and order the one of the 12 grades best suited to your special needs of service and price.

A word on your letterhead will hurry to you "Producing the Fittest in Waste"—the only thorough discussion of the Waste problem in print. A hint to your jobber or us will add the Royal Sampling Catalogue to your economy library; or samples of resilient Royal Wool Waste.



WHITE	COLORED
GRADES	GRADES
Baron	King
Count	Marquis
Czar	Mikado
Duke	Prince
Earl	Rajah
Emperor	Sultan

Read and profit from the important national magazine campaign of Royal.

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector Street
St. Louis Office—Pontisc Bldg.

RAHWAY, N. J. Chicago Office — People's Gas Bldg.

Pittsburgh Office—Oliver Bldg.
San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND





"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years experience in compressor manufacturing. Send for Bulletin C-5.

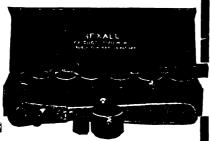
Curtis Pneu. Mcky. Co. 1512 Kienlen Av., St. Louis 530-L Hudson Term., N. Y.

"HEXALL"

Trade Mark. Reg. U. S. Pat. Office

WRENCHES

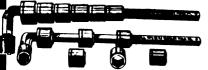
Ratchet Socket Wrench No. 2, Contains 7-inch Steel Forged Ratchet Handle; 2 ScrewDriver Bits; 7-inch Extension Bar; 7 Hexagon Spek-



agon Seekets. Packed in neat strong case. Weight, 27 ounces.

They Win Friends "BREAK ANY SEDGLEY, WRENCH and We Repair It No Charge"

They Build Profits



AND THIS IS

"Hexall" Socket Wrench

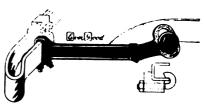
A Splendid Tool, 10½-inch Hexagon Steel Handle, 7 Sockets made from Bar Steel, Case Hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ounces.

Also Manufacturer of
THE BABY HAMMERLESS REVOLVER
Write for Our Catalog of Good Sellers, Today

R. F. SEDGLEY, Manufacturer 2311-13 North 16th Street - Philadelphia, Pa.

McDONALD & LINFORTH, Pacific Coast Representatives 739 Call Building, San Francisco

FITSALL DOUBLE-SPRING SPLASH PAN BUMPERS



The Emil Grossman Mfg. Corp., of Brooklyn, N. Y., are having much success with their BN-44 Fitsall Double Spring Splash

Pan Bumper. The fittings are designed and constructed in the best manner possible. The bar is of high-carbon steel spring, reinforced with a leaf of the same material. They are made rust-proof, with their special process.

Bars are carefully packed in kraft-paper bags and complete Bumper packed in a pressed-board carton. A standard package consists of ten Bumpers.

They are furnished in black and nickel finish.

We are also illustrating their BF-44, a Ford Double Spring Bumper, which are attractive in appearance, made with the same



care and material as the well-known line of products of the Emil Grossman Mfg. Co., which are proving very popular with motorists everywhere.

popular with motorists everywhere.

The Emil Grossman Mfg. Company will be glad to send catalog and give full information to any of our readers upon request.

The Emil Grossman Corporation have opened an office in the Buick building, 1733 Broadway, New York. for the transport of export business primarily.

There they have on display all the products which they manufacture, and all jobbers and dealers are extended an invitation to call and see them when in New York. The office will be under the management of Sidney S. Frank. The executive offices, however, will be continued in the Bush Terminal building, No. 20. Brooklyn, where mail should be addressed as formerly.

D. R. Watson, who was formerly in business in Portland has recently opened a hardware store at 555 Williams Ave., Portland. Mr. Watson is a man who likes to have the hardware salesman call on him.

John H. Rodeman, is making extensive improvements in his hardware store, at Jefferson City, Mo. He handles hardware and implements, and reports a splendid business, and a good outlook.

C. A. Cullen and Henry Conrad, who have been connected with the Taft Furniture & Hardware Co., at Taft, Cal., has engaged in business at 428 Center street, Taft, Cal., having purchased the business of Sam Orloff Furniture and Hardware Company.

COLOTADO DEALERS BENEFITTED.

In enclosing my renewal for the HARD-WARE WORLD I want to tell you that I get a great many useful ideas and suggestions out of it, and it does me a great deal of good, and has benefitted me very much the past year.

F. G. STREET, Colorado.

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MOUND



TOOLS

FOR THE AUTOMOBILE



STANDARD FOR 20 YEARS

Bearing Scrapers Carbon Scrapers Chisel Sets

Pry Bars Cotter Pin Extractors Mound Tool Rolls Offset Screw Drivers

Send for Catalog Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

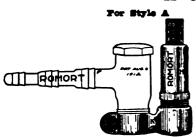
Style B

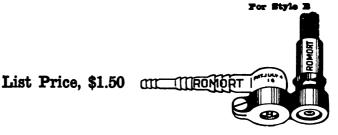


The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

A GARAGE NECESSITY





The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,

ROMORT MANUFACTURING CO. OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY 1323 Michigan Ave. CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

One Profit Sales

Write for Prices and

The influence and profit of the sale should not end when the package is wrapped. Through merit, the merchandise should make subsequent sales, bring the customer back repeatedly, thus yield the house several profits. To the steady earning class belongs the powerful

Samson Punch

The Samson guarantees maximum service and satisfaction to workers in sheet metal, furnace piping, roofing leather, paper, fabrics, etc.

Prices and
Discounts
Samson capacity—sheet iron, soft steel to 20 gauge; paper, cloth, leather to ¼". Tool takes 7 interchangeable punches and dies—sizes 1/16" to ¼" diameters.

Drop forged steel, nickel plated. Made to last.

MACHINE APPLIANCE CORPORATION, 351 Jay St., Breeklyn, N. Y.



For "Extra Service"

THIS Double-Cable-Base construction is one of the chief reasons for the remarkable mileage delivered by

EDERA Double Cable Base TIRES

Other features have helped win Federals their name of "Extra Service" Tires.

There is more stock in them-sidewalls are thicker—fabric and rubber are combined by a special Federal process. Ask us to demonstrate these facts,

W. E. & W. H. JACKSON

Wholesale Distributors 785-787 Mission St. SAN FRANCISCO, CAL.



GOOD SELLING ACCESSORY

The hardware dealer who is looking for live automobile accessories will find Mellin's gear-shift exten-

sion a very desirable line to put in stock.

This device lengthens the shift lever to whatever extent is required to bring it within most convenient reach of the hand. Drivers are made with arms of varying length but the car manufacturer overlooks this fact and makes no allowance for individual convenience—hence the need for this adjustable extension.

It sells at \$1.25 for Dodge or Overland (model 75-90) and \$1.50 for all other cars except those having solid ball on shift lever, which sell at \$2.00. It is not used,

of course, on the Ford car.

The maker states that more than twenty-five thousand of the device have been sold by accessory dealers this year which indicates a decided interest on the part of the car user.

ADJUSTABLE SPARK PLUG NOW ON MARKET

In describing the Blu-Streak Plug, a salesman recently said it was built like a clear Havana.

He had reference to the electrode, which is insulated with mica, fifty inches of the finest Argentine product being wrapped lengthwise around the electrode without the aid of a cheap mica filler. This fifty inches of mica, he likened to the long, clear Havana leaf from which a good cigar is made, while the cheap cigar, like the cheap spark plug, carries a presentable

wrapper to hide what is inside.

In addition to the non-breakable mica insulator, the Blu-Streak has numerous other splendid points. Among them being the adjustable feature, which can be plainly seen through a little window. Should the firing points become foul with carbon, it is only necessary to turn the upper electrode two revolutions with the fingers. start the engine and the carbon will burn off. Other important features are the heavy, solid steel shell, in-destructible bakelite dome, fish-hook electrode which keeps oil dripe permanently away from the firing points and the perfect gauging of the threads, insuring perfect fit into the cylinder.

Blu-Streak Spark Plugs are put out by the Cumming-Forster Corporation of Chicago and, although new on the market, they are being heartily accepted by

both dealer and consumer.

ENTERPRISING ARIZONA MERCHANT

The Pratt-Gilbert Company, Phoenix, Arizona, who are one of the largest factors in Arizona in the distribution of pipe, pump fittings, implements, vehicles. heavy hardware, gas and oil engines, mining and general machinery, have issued a catalog of several hundred pages, printed and attractively bound, showing their complete line. The catalog would do credit to any large jobbing institution in the country.

While agricultural implements, vehicles and farm machinery are still very large lines with them, their catalog is designed more for the purpose of covering their mine, mill and smelter trade, as well as the store

trade pertaining to these lines.

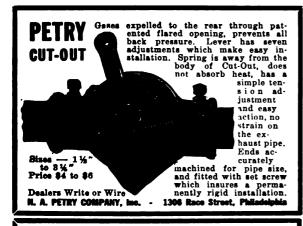
They tell us, however, that one must not infer from their catalog that they are going out of the im-plement and vehicle business, for, as a matter of fact, they are carrying a larger stock at this time than they have ever carried before, and we believe are the only concern in Arizona who are actually jobbing these lines.

C. H. Pratt is president, P. R. Helm manager, C. S. Gilbert secretary and treasurer of the institution. They

report an excellent trade outlook.

Madison, Wisconsin-A. B. Morris succeeds Sumner







$2^{ ext{BROOMS}}1$

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb. (Nearly 50 years making better brooms)



Service-

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis 17 Park Place 114 S. Wells St. 1106 Pine St. 604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravena, Ohio; St. Louis, Mo.

Are You Selling King Padlocks?



They are excellent sellers offering attractive profits for you.

Exceptionally attractive and strongly built, being made from a solid bronze casting bored out to receive mechanism.

17 to 31 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOCK works under the most rigid tests.

If you want to add a padlock to your line which needs no apology but which will sell readily and net you a nice profit, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY, 319 W. Ohio St., Chicago





AUTOMOBILE ACCESSORIES CO. BALTIMORE, MD.



Snaps On

HUDSON SALES CO. 7 East Jackson Boulevard, Chicago

INCREASED FACILITIES NECESSARY.

New machines are being added to the plant of R. F. Sedgley to meet the great demand for Hexall Ratchet and Socket Wrenches and Baby Hammerless Revolvers. Hexall wrenches are far behind on delivery, owing to the increasing sales, and customers have been advised to place orders as far in advance of their needs as possible.

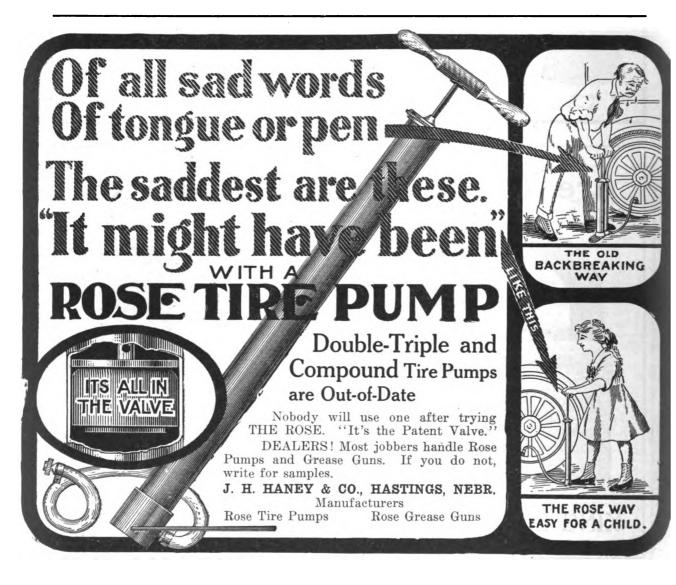
Since the new patented one-piece main trigger spring has been put in the Baby Hammerless the demand has steadily increased until it is no longer possible to keep customers supplied even with immediate requirements.

The new machines are designed to do away with many operations that are now being done by hand and in this way will help out on the labor question as well

as getting the articles mechanically perfect.

The Hexall Wrenches and Baby Hammerless Revolvers are now being sold to the jobber on the Pacific Coast by McDonald & Linforth, 739 Call building, San Francisco. The Gray-Heath Company, 1440 Michigan avenue, Chicago, is distributing the wrenches along the Mississippi Valley.

Middleton, Wisconsin - Victor Bros. succeed Otto



HERCULES NEW MODEL SPARK PLUGS

The Eclipse Mfg. Co., Indianapolis, Indiana, have issued an attractive eight-page folder on their new any of our readers upon request.

The Hercules Spark plugs have been on the market

for years, and their sales methods and the quality of their products is such as to enable motorists and dealers to know any products bearing the trade-mark of the Eclipse Mfg. Co. can be depended upon to be all they claim for them.

The porcelains employed in all the Hercules models more closely approximate stone than any material ever used in the manufacture of spark plugs, and are abso-

lutely impervious to heat, vibration and oil.

These spark plugs are put up in attractive containers and cabinets, and, aside from this, the Eclipse Mfg. Co. furnish a variety of sales helps and advertising matter, including counter signs, crystoglass display, window trims, and electrical displays. They will be glad to co-operate with any of our readers in helping them increase their sales on spark plugs

Their co-operation makes the line a most desirable

one to handle.

The Marshall Hardware Co., of Oklahoma City, Okl., purchased the Nation Co. Hardware store. Mr. Marshall was for about sixteen years a traveling salesman with the Shapleigh Hardware Co., of St. Louis.

H. A. Mundinger, manager of the F. R. Woodbury Lumber Company, at Coulee City, Wash., reports that they are carrying all kinds of shelf hardware, building material, sash, doors and some lines of saddlery goods. The Woodbury Company have a chain of stores throughout Washington, handling building material and supplies and report an excellent outlook.



PIN YOUR FAITH ON DIXON'S

The lubricants that have proved their superiority in actual use and scientific demonstration. Don't be content with a camouflage coating that squeezes out quickly and leaves bearing surfaces at friction's mercy. Rely on

LUBRICANTS

They stay put—save wear, time and money.

Write for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the Joseph Dixon Crucible Company Established 1827

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Pord Set

No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Pord Set Contains:

handle 7 in. in length.
 Screw-driver bits.
 Extension bar 7 in. in length.
 Six sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

180 NORTH DEARBORN STREET



Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

Handle 7 in. in length.
 Screw-driver bits.
 Sockets to fit semi-finished hexagon nuts as fellows:

 S. Standard Nuts from ¼ to ½ in.
 A. L. A. M. Standard from 5-16 in. to 11-16 in.
 Cap screw heads from 5-16 to % in.

Manufactured ... only by

CHICAGO, U. S. A.



GENUINE

HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jebber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleans-

THE FRED J. MEYERS MFG. CO. Bender Street Hamilton, Ohio



Retails for \$1.00

SOLD BY **Hardware Stores** Paint Stores Department Stores Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-I. W. Hellman Bldg., Los Angeles, Cal. (Factory: San Francisco)

NEW TYPE OIL GAUGE FOR

FORDS

What every Ford owner has been waiting for—it cannot break—it will not leak—it is absolutely accurate and dependable and can be easily read, even at night.

It consists of a metal chamber containing a float with a rod extending out of the top



with a white ball on the end of the rod. The height of the ball tells the amount of oil.

Mr. Dealer:

These gauges cost you \$4.00 per dozen f. o. b. 126 largest cities.

APCO MFG. COMPANY **DUDLEY ST., PROVIDENCE, RHODE ISLAND**

VALUE OF FEDERAL FARM LOAN BONDS.

The Federal Farm Loan Board at Washington has chosen as advertising counsellor H. H. Charles, President of the Charles Advertising Service of New York City. The purpose of this appointment is to conduct an advertising campaign to educate investors in the value of Federal Farm Loan Bonds, and to inform the farmers about the government's plan to help him finance his business. Readers of HARDWARE WORLD will see elsewhere in this issue evidence of Mr. Charles' activities along this line.

The purpose of the Federal Farm Loan Act, by the authority of which the Federal Farm Loan Board was organized and Federal Farm Loan Bonds are issued, follow: To provide capital for agricultural develop-ment; to create standard forms of investment based upon the farm mortgage; to equalize rates of interest upon farm loans; to furnish a market for United States bonds; to create government depositories and financial agents for the United States.

The farmer, and as a result, the manufacturer of farm implements, and dealers selling to the farmer, have suffered greatly because heretofore we have had no adequate system for financing our agricultural industry. Federal Farm Loan Bonds will supply funds to finance the farmer, and for the first time in our history the farmer, large and small, will be able to borrow money on a basis as favorable as that on which other business men borrow.

Aside from the patriotic viewpoint, which now com-pels us to aid the farmer in his big effort to feed the civilized world, the sale of Federal Farm Loan Bonds is of vital business importance to every manufacturer and every dealer whose customer is the farmer. These bonds constitute a profitable and safe investment. They yield 5%, payable semi-annually, May and November, and, in addition to being the obligation of all twelve Federal Farm Loan Banks, is secured by farm lands operated by owners worth more than twice the

amount of the bonds.

Federal Farm Loan Bonds are exempt from all taxation—federal, state, municipal and local. Even interest from these bonds is free from income tax. And they are a most acceptable collateral at the banks.

Obviously, every investor should be a buyer of the Federal Farm Loan Bonds, but most especially every man whose prosperity is in any way contingent upon the ability of the farmer to buy land, livestock, seed, fertilizer, fence, building material, machinery and other equipment.

DEATH OF A. L. CLARK OF THE WINSTED EDGE TOOL WORKS.

The trade will be sorry to learn of the passing of A. L. Clark, president and general manager of the Winsted Edge Tool Works, of Winsted, Conn., which occurred the first part of May. We have no particulars concerning his death, but he will be remembered by the trade generally throughout the country. Every one who had the pleasure of knowing him, regarded him most highly.

The Layton Implement Co., has been incorporated at Blythe, Cal., with an authorized capital stock of \$20,000. They will engage in the hardware and implement business.

The Wasco Hardware Company, at Wasco, Cal., have been compelled to enlarge its store and warehouse facilities in order to carry increased stock.

Montello, Wisconsin - R. Frank succeeds D. F.



Publicity for Camp and Sports Equipment

HERE are no more ardent sportsmen any place than in the state of California, and, thanks to her streams and pools, her mountains and copses, as well as to her glorious climate, the native of the golden west is able to gratify to the fill his taste for outdoor life. In order to properly equip them at this season, then, the hardware dealers in the various villages and towns should lay in complete stocks, and vie with each other in attractive advertising and publicity stunts to arouse the interest of the sportsmen.

The Broadway, Los Angeles, California, recently had a striking ad in the newspapers, headed with the little verse:

TROUBLOUS TIMES, THESE, FOR THE WARY TROUT!

Our plenteous streams a various race supply— The bright-eyed perch, with fins of tyrian dye;

The silver eel, in shining volumes rolled; The yellow carp, in scales bedropped with gold;

Swift trout, diversified with crimson stains, And pikes, the tyrants of the watery plains.

Just to Remind You, Fishermen,

that we have tackle and equipment for every kind of fishing, at the following special prices:

Then followed a quotation on salmon eggs, hooks, flies, leaders, silk lines, reels, rods, creels, spinners, bait boxes and fishing baskets. They realized that their show window was one of their most valuable advertising mediums, and placed therein a display that neatly complemented their printed page.

Not fishing goods alone were featured, but everything that went to make up the joys of camp life. The window was floored with slashed green papers to represent grass, and at one side was a mass of stones and pebbles. In the rear was a canvas tent, through the flap of which could be seen a camp stool and Navajo blanket. In front of it was a folding camp table set for breakfast, with aluminum dishes, thermos bottle containing coffee and can of condensed milk. By it was a camp chair on which was hung a minnow net.

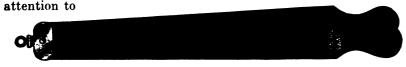
A camp stool held a jointed fishing rod, reel and card of flies. Standing by the table was a young woman in khaki middy suit and felt hat, testing a long, slender rod; and near by wicker fishing baskets, reels, flies and spinners. Down front was an alcohol stove, upon which was placed an aluminum skillet, and close by, a can of sterno. A number of long

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. COMPANY, practical razor strop-men, employ only the most experienced men, and use the very best of materials; as it is their aim to please the customer by giving him the best strop possible.

With our motto, "Nothing Less Than Perfection," we desire to call your special



No. 200 — Combination strop of selected leathers in brown and black, self honing, fashioned handles, square nickel swivel, and elegant strop for private use. Size 24x24 in.



No. 250 — Combination strop of Royal Seal leather, brown with black select horsehide, self honing, round nickel swivel, a very fine strop. Size 2 ½ x26 in.



No. 252 — Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size 2½ x24 in.

All our Leather and Web strops are weather and climate proof. Every strop stamped "ALLEGRETTI" is guaranteed as to Quality. Let us send you our catalogue. DON'T WAIT

ALLEGRETTI MFG. CO.

GENEVA, N. Y.





bamboo fishing poles were placed against the wall in the rear, and a card suggested:

GOING FISHING?

Get your camping supplies and fishing tackle here.

Merchants Selling Golf Goods.

The Bowman Auto Supply Co., Sacramento, California, dealers in auto supplies, hardware and sport goods, recently had two very effective outing windows, which at once suggested the proper equipment for the sports portrayed.

The first was a window devoted to "the royal game of golf."

The setting was simple, but all the more striking for that very reason. In the background was a canvas drop, showing golf links and several players. The floor was covered with fine sand, heaped up towards the middle, and here lay a golf stick and several balls. On a form hung a golf coat and at the base were golf shoes and cap.

The other window featured the delights of fishing. In this display there was likewise a painted background showing country scenery, but down through the central part of the window was a pile of rocks, with masses of shrubbery and tall cat-tails. Concealed among the rocks was a tin pipe, and through this there flowed a stream of water, giving a very good simulation of a mountain stream. Down in front were tripots formed of slender jointed bamboo poles, topped with reels. Neither window was filled with a miscellaneous assortment of merchandise, and thus the few articles shown stood out in bold relief, and at once caught the eye of the sport enthusiasts.

The enterprising firm of Krakauer, Zork & Moye, El Paso, Texas, inaugurated a telling campaign at the opening of the camping season, that appealed to both young and old. They called it Father and Son Week. Unique invitations were sent out, the card being addressed to the boy or young man of the family instead of to the adults. A list of all the

Try our varnish stains for floors, In Walnut, Oak or Cherry, Or any paint you think you need Will make us just as merry. One of the many rhymes seen in the window of

Douglas Brothers Hardware Store On Jerome Avenue March is the month of variable weather;
Dark and cold days, with rain and sleet;
Hope and good courage, put them together,
And with an Oil Heater makes comfort complete.

Douglas Brothers Hardware Store On Jerome Avenue Swat the fly! Swat the fly!

It is all the rage;

If you do not use a swatter,

Catch him in a cage.

We have both of these for you. And
the sticky paper, too.

Douglas Brothers Hardware Store

On Jerome Avenue

Advertising Rhymes

Security on every key,
When using locks of Yale,
Is certainly a guarantee
For you on every sale.

Douglas Brothers Hardware Store
On Jerome Avenue

Hardware and House Furnishing
Merchants

Made to Order to Suit Your Business In Ordinary Sign Lettering 8 SIGN CARDS, 7x 11, MAILED TO THE TRADE FOR ONLY \$1.25 It Pays Others—Also Will Pay You Send Me a Trial Order

H. S. GEER 1904 Jaromo Avenue, Bronx Co. - New York To keep your chickens safe from harm In your backyard or little farm, My poultry netting made for you In one-inch mesh and also two.

Douglas Brothers Hardware Store On Jerome Avenue

Why not, good people, rubber neck This window when you pass, And make a note of everything Behind this pane of glass.

Douglas Brothers Hardware Store
On Jerome Avenue

A padlock and a safety hasp,
A bolt or hook and eye;
Or, better still, a chain fast—
On all you can rely.

Douglas Brothers Hardware Store On Jerome Avenue You now should take your winter garments

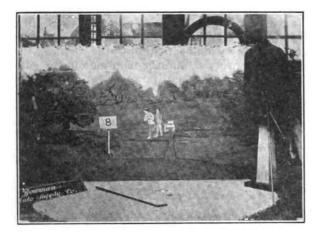
And give them all a thorough best-

And give them all a thorough beating,

Because the pesky little varmints
Will soon begin their summer eating.

Douglas Brothers Hardware Store On Jerome Avenue





grammar and high school students was secured, and to them was mailed a little folder—buff, lettered in dark blue, with initials of red. On the first page was printed:

The Honor of Your Presence Is Respectfully Requested at Our

FATHER AND SON WEEK

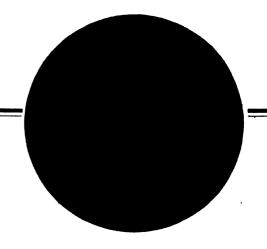
We will give to each lad under eighteen, accompanied by his father and making a purchase of one dollar or more, his choice of a card of flies or a baseball bat. See them in our window.

KRAKAUR, ZORK & MOYE

Inside the folder was listed everything necessary to equip a camper or fisherman, with original and special sale prices quoted. The mere perusal of the list brought to the minds of the lads many little conveniences and necessities for their kit, and the added incentive of the gifts brought them to the store in large numbers. As each boy brought his father the men had a chance to see what a complete line of sporting goods was carried, and their fancy being caught by some of the merchandise so fascinatingly displayed, in many instances the purchase of the son was doubled and trebled by that of the father. A striking window display was built up to add interest to the Father and Son Week. The floor was covered with white draperies hung in the background. In the center was built up a series of circular shelves, of white cheesecloth, bound with red braid, and bows of dark blue ribbon. At the top was a framed card, containing an extract from one of the President's speeches:

"I hope that sports will be continued so far as possible, as a real contribution to the nation's strength, for each young man must be physicaly fit and exhibit the alertness that we believe are the characteristics of the flower of American manhood."

On the shelves were shown fishing tackle, flies, reels and sinkers; hunting knives, cart-



Cage Ball

A New Outdoor Game for Everyone to Play

ODAY the thought of physical directors is to get as many into the game as possible. Cage Ball does this.

Lt. Emmett D. Angell, P. A. Surgeon U. S. Naval Reserve Force, is the originator of Cage Ball. It was originally designed to allow the greatest number of "Jackies" to play, and at Great Lakes Naval Training Station as many as 1000 play on a side.

Large cages at each end of the playing field are the goals, the point of the game being to "make a cage."

The regulation ball used in the game is 30 inches in diameter and is canvas covered. It is made by Thos. E. Wilson & Co., and, as usual, is of the finest of materials and guaranteed.

Be the one to introduce Cage Ball in your locality, Mr. Dealer. No doubt the athletic directors of schools and institutions in your locality will welcome it. Write us today for full particulars. If you are not handling the Wilson line of sporting goods, ask for our catalog and price list.



701-703 No. Sangamon Street, Chicago

ridges, compasses, hatchets; and at the base, fishing baskets, rods, guns and cameras. In the foreground were two figures — one larger than the other—made of coils of hose, iron pipe for arms and legs, footballs for heads and flyswatters for hands and feet. They were labeled respectively "Krakajack Father" and "Krakajack Son," and beside them was a card repeating the offer contained in the printed invitation sent the boys. Down in front were shown several of the cards of flies and baseball bats offered for the purchase of a dollar's worth of merchandise.

A GOOD ARTICLE FOR YOUR LOCAL PAPER TO REPRINT.

FIGHT THE WHITE PLAGUE

"Tuberculosis and other germ diseases are generally brought about by dirt and filth. The germs of tuberculosis cannot live where there is sunlight, cleanliness, and fresh air. The scrubbing brush, soap and water, paint and whitewash are deadly enemies of tuberculosis. The easiest way to get rid of the germs that have nested in your house and around your premises is: CLEAN UP AND PAINT UP."
—National Association for the Study and Prevention of Tuberculosis.

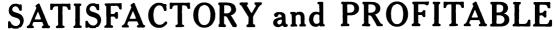
GUARD AGAINST EPIDEMICS The Public Health

Is of prime military and economic impor-

tance. Most disease, and epidemics especially, are caused by preventable unclean, unsanitary conditions. Non-combatants—the babies, the youth, the women, and the men too old for military service—are military essentials in the potential, or the economic sense and must be protected now as never before against disease and epidemic. Remember, too, that medical and nursing service in American cities and towns is now almost depleted, and that therefore there would be frightful difficulty in coping with any epidemics now.

Most Fires Are Caused by Preventable Carelessness,

Especially in trash and waste matter in attics, cellars, closets, sheds and neglected corners. Both the national annual fire loss of a quarter billion dollars, and the loss by decay and disintegration through lack of painting (which Prof. H. H. King of the Kansas Agricultural College says exceeds the fire loss have become in these war times problems that should create more concern than ever before—for from fifty to one hundred per cent more money, or national wealth, than their original cost, would be required today to replace any home or other The protection and conservation of building. the nation's natural resources in these their most valuable and useful forms, and against the accident by fire and the otherwise certain though slower destruction by the stresses of





Good Painters use Cal-Pa-Co Pure Paint when they have a particular customer to please

CALIFORNIA PAINT CO.
OAKLAND, CALIFORNIA

JOBBERS

Hammond Lumber Co., Los Angeles Stayner & Daly, Salt Lake Kelly, Thorsen & Co., Portland



No other manufacturer uses greater care in making 100% Pure Paint.

Cal-Pa-Co products combine only the best ingredients under the direction of the most skilled paint chemists.

The California Paint Company — manufacturing Cal-Pa-Co paints, varnishes and enamels for over 50 years —took five first awards at the Panama-Pacific International Exposition.

It will pay you to write for dealers' special agency terms. storm and sun, are more necessary today than ever.

A Third But Hardly Lesser Consideration

Is the importance of neat, clean and cheerful surroundings that will help to maintain and to increase personal and community morale and cheer and efficiency in the trials and the labors that all are sharing now.

And Last, "When the Boys Come Home,"

The mothers and fathers, and everybody, will want our heroes to find home and the old home town cleaned and swept and beautiful for their home coming. Therefore in a real continuous campaign (not any mere "week"), let us thus truly "keep the home fires burning."

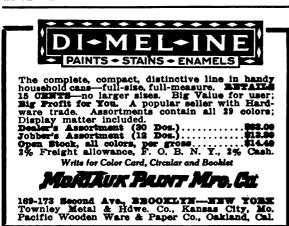
Clean Up, Paint Up, and Keep It Up!

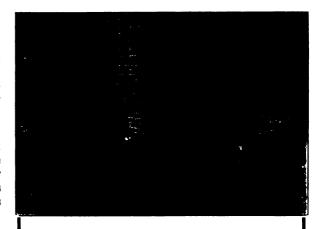
VERY LITTLE PAINT SOLD IN FRANCE.

The California Paint Co. have received a letter from one of their boys who is now with the American Expeditionary Forces in France and as indicative of his interest in the business in which he was formerly engaged, he sends the following item with reference to the sale of paint and similar articles in France:

"There is a little village near here, no telling how old it is. I saw an inscription on an old gate of 1378, and there is a little paint store, or, I might say, a hole in the wall. There is not much paint, in fact, I saw no real paint cans; just some little packages of gold paint and some funny looking packages of dye. Then there are fancy packages of mucilage and inks. and also a rack very similar to our American wall paper racks, and it is filled with patterns of paper which are the same as our patterns. An old French lady sits in a chair and knits and that is about all the activity one sees around this store. There is very little paint used in this part of France, as the houses are all of stone or stucco finish. Their roofs are usually stone slabs like shingles."

Men must combine in business, just as they do in war.







Used in Many Different Ways on the Same Roof

Noahs Pitch is a roof repair compound that stops every leak no matter where it is.

Makes water-tight spaces between flashings and walls, closes cracks and holes, prevents sills from decaying, and is good for glazing and fixing glass. Repairs skylights, ventilators, chimneys, vent pipes, dome windows, gutters, and down spouts.

Noahs Pitch is plastic. Requires no heating or mixing. Does not dry out. Adheres to all surfaces. Comes in bigmouthed cans ready for use. Easily applied with trowel or table-knife.

Increase your sales by pushing this Carey Staple. Every customer a prospect. Send for generous sample and try it yourself.

The Philip Carey Company

232 Wayne Avenue Lockland

Cincinnati, Ohio



"Our Standard"



Perfect Paint for Outside nting. In different shades. Painting. In Most Lasting.

R. N. NASON & CO.

San Francisco, U.S.A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

A TIMELY SUGGESTION

One of the South American connections of the California Paint Company have written them as follows:

Referring to Anilines, which, on account of being originally bought in Germany, had some of the colors names such as Bismarck Brown, Prussian Blue, etc. Regarding these names he makes the suggestion as fol-

"Anilines—Notwithstanding that this is a different subject, having nothing to do with our business and commerce, I take the liberty to make you the fol-

lowing suggestion:

If the Anilines bearing the name Bismarck allude, or are referring, to the German dogo, won't it be more patriotic to substitute this for Washington, Cleveland, Wilson, etc.? This is simply an insinuation on account of the sympathy that I have for your country.'

The California Paint Company said they believe this is food for thought, and might be applied along other lines also. They believe that the time is approaching when, as Americans, we should find names of our own for commodities which enter into our daily usage.

In another letter referring to the American people

he writes:
"It is a long time since you have my sympathies for the Allied cause and for the United States' vic-tory. Therefore, I will not lose occasion to be useful even in my scarce measures that my circumstances allow. Now, besides the sympathy I have for the Allies, the convenience of my business leads me to this just cause, and I am ready to contribute in everything that will be put before the public.

"Finally, I wish you would tell me if the non-American citizens can subscribe with Liberty Bonds and take part in the Liberty Drive. To this effect I am also writing today to the National City Bank of New York."

WHAT DOES THIS TEACH YOU?

Once upon a time a hardware dealer took on a line of floor polish. This article had every appearance of being commonplace. The label was indistinct and the can looked like a can of varnish or crack filler. There was nothing to do apparently except to place the stuff in the window, so he piled up several dozen cans, went over to the cash register, placed his forefinger on lever 25 and waited.

But no customers came. Why should they?

They did not know what the stuff was.

But one day he put a sign in the window which read: "Blank's Floor Polish; this can polishes 400 square feet." In two days he sold more than 50 cans.

"I do not believe we can win a protracted war on a contraction of business. A long war must be won by expansion. It is just as necessary to make dollars as it is to make munitions."

A. H. Murdock, a hardware merchant at Waterville. Wash., tells us he has discovered a mine of asbestos rock, which he grinds up into a powder and it makes a splendid paint. It is fire proof and can be put on like whitewash but will not rub off.



Keep your temper, gentle sir, Writes the manufacturer. Though your goods are overdue

Though your goods are overdue for a month or maybe two,

We can't help it, please don't swear. Labor's scarce and needless rare, Can't get steel, can't get fuel, These are facts, cold and cruel.

Harry's drafted, so is Bill.
All our work is now uphill.
So your order, we're afraid,
May be still a bit delayed
Still you'll get it, don't be vexed,
Maybe this month, maybe next,
Keep on hoping, don't say die,
You will get it by and by.

THE VALUE OF KNOWING.

When you go into a store to make a purchase and the salesman doesn't know where to look for what you want, or perhaps has to ask another salesman, do you not feel that there is a lack of completeness, of efficiency, of method in that store? And if you go into the same store again and again have to wait while the salesman hunts for what you want, do you not feel impatient and are you not liable to do your trading thereafter at some other place?

If this is true of yourself, it is of course true of customers who come into your store. If you, or your salesmen do not know where things are, but keep customers waiting while you hunt, you

are bound to lose trade.

It should be the business of every store salesman to know exactly where everything is at all times. Of course, there are occasions—when a new salesman comes in, or perhaps during the taking of inventory—when delay in serving a customer is practically unavoidable. But under normal conditions it is inexcusable, especially so in such stores where the salesmen or saleswomen have time between sales to talk or read or build air castles.

Strength of character is not mere strength of feeling; it is the resolute restraint of strong feeling. It is unyielding resistance to whatever would disconcert us from without or unsettle us from within.—Dickens.

Do not wait for extraordinary opportunities for good actions, but make use of common situations. A long-continued walk is better than a short flight.—Goethe.

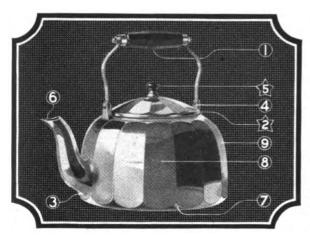
Some men get the habit of staying in jail because their environment won't let them break out.

W. D. Clements has sold the Covina Harness & Implement Store, Covina, Cal., to John Austin. It is the intention of Mr. Austin to increase the stock, and to add materially to the lines.

HUMMER BARN-DOOR TRACK AND HANGER



New Goods and Specialties



KNOW THE GOODS

In showing aluminum goods to customers, clerks will find that sales can be made more easily if they point out the various features of design and construction and make comment on their advantages.

For there are several details of the tea kettle, coffee pot and double boiler that are recognized and fully appreciated only through use and if the woman can be made to anticipate them, she generally is convinced that she needs these utensils for her home.

To illustrate the advantage of selling goods by this more intimate method, take any of the cooking utensils, bearing the Mirro trademark and made by the Aluminum Goods Manufacturing Company of Manitowoc, Wis., and analyze them in detail.

There is the Mirro tea kettle, for example. An exclusive feature of this kettle is the method of attaching the handle ears. They are welded on instead of being riveted, with the result that they never work loose or cause leakage and they have no crevices to catch dirt.

These welded handle ears also are exclusive features of the Mirro tea pot and Mirro coffee pot, both of which have another individual point of appeal to the housewife—a combination hinge and cover-tipper, securely welded to the top.

The rivetless, no-burn ebonized knob, an important detail of construction that is found only in coffee pots and double boilers manufactured by the Mirro maker, is another feature that will clinch many sales if it is pointed out to the customer.

All goods, in fact, can be sold more easily by talking details of construction and design instead of showing the goods without a word of comment or explanation. In addition to these exclusive features of utility the Mirro line includes others of instantaneous appeal, such as the distinctive colonial pattern, a mirror-like finish, an unusually wide heating base, welded-on spouts, sure-grip detachable handles, and knobs that won't work loose.

All these features are appreciated refinements of a perfected product, for the Mirro line is the culmination of a quarter century of progressive aluminum making by the Aluminum Goods Manufacturing Company.

E. M. Adams, formerly of Bellingham, Washington, has purchased the Zimmer Hardware & Furniture business at Kelso, Washington. Mr. Adams has had considerable experience in this line. We understand that Mr. Zimmer has purchased a hardware business at Hoquiam, Washington.

WINCHESTER DISPLAY CASE

The Winchester Repeating Arms Co., New Haven, Conn., has produced a most attractive case for use by the retail merchants in displaying guns and ammunition.

This case is furnished in either silver oak, mahoganized birch or golden oak. It is attractively made, glass on four sides and top. It sets on a pedestal fourteen inches high, and each case is 19 inches square and 73 inches high over all. The base is fitted with brass feet, and it is an article of furniture that will harmonize with any display cases or the finish of almost any merchant's store room.

They well say the dealer who fails to display goods to advantage does not deserve the name of a merchant, and there is no display that will add more to the attractiveness of a merchant's store than one of the handsome, convenient, and dust proof show cases,

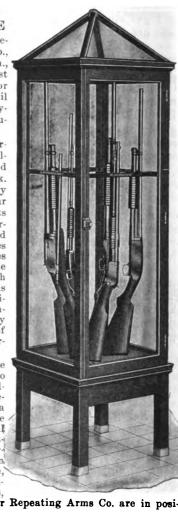
which the Winchester Repeating Arms Co. are in position to furnish.

They will be glad to give full information to any of our readers upon request.

The Robinson Hardware Co., Gilroy, Cal., are installing an irrigation pipe factory at Oakland, Cal., where a desirable site has been secured, corner Twelfth street and Twenty-fifth avenue. They recently purchased the business of the American Corrugated Culvert Co., as well as their plant, at South San Francisco. The construction of a new building, which will cover a floor area of 150x175 feet exclusive of a galvanizing plant and garage, will begin at once and will be ready for occupancy by October 1.

At the present time the Robinson Hardware Co. employs fifteen men in their factory, but are planning to materially increase their facilities in their new plant in Oakland. However, they will still continue their hardware business at Gilroy, Cal., which will be their headquarters.

The Hoover Hardware Co., Long Beach, Cal., have filed articles of incorporation with an authorized capital of \$10,000. The incorporators are C. L. Hoover, Esther Hoover and L. N. Whealton.



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CO-OPERATION THAT MAKES SALES

There is no manufacturer that we know of that will go to greater length to co-operate with the trade, both wholesale and retail, than the Stanley Works, New Britain, Conn.

They work upon the principle that their efforts among the hardware trade is not complete until the goods are moved from the shelves of the retail merchant.

Their method of co-operation is such as to make it worth while. In previous issues we have referred to some of the dealers' helps that the Stanley Works offer to retail merchants, and we are glad to know from the perusal of various country and weekly newspapers that hundreds and hundreds of retail merchants are taking advantage of this offer.

This advertising is gotten out in a very attractive way, and the electrotypes as well as the advertising data which they furnish to retail merchants, calling attention to their various products, and particularly at this season of the year to their Stanley Garage Hardware, has had the effect of materially increasing the sales of the retail merchant.

The illustrations and electros are unique in that they make a direct appeal to the merchant's customers, and they couple up his store with the advertising in a way that is not likely to be forgotten.

With this publicity co-operation taken in connection with the merits of their line it is no wonder that the business of the Stanley Works continues to show a material increase year by year.



An interesting booklet entitled ''How Many Birds Get Through Your Shot Pattern?' has just recently been issued by the Winchester Repeating Arms Company, New Haven, Connecticut.

In this booklet the Winchester Company lay great stress on the wadding, which is such an important factor in controlling the powder explosion.

The whole subject of shell construction, from crimp to primer, including the Winchester wadding system which gives

what is known as Progressive Combustion to the powder charge, is carefully described in this interesting booklet and it is expected that it will greatly aid the dealer in increasing his sales of Winchester shells.



DULUTH AUTO ACCESSORY CABINETS

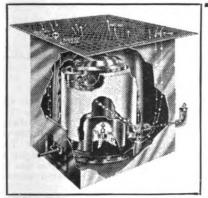
The Duluth Show Case Company, Duluth, Minnesota, Manufacturers of Sectional Hardware Store Equipment and Sectional Garage Equipment, announce the addition to their line of five sizes of Auto Accessory or Tool Cabinets.

These Cabinets have found a very ready sale wherever they have been introduced. They are especially practical for the storage of carburetors, magneto and generator parts. Then too, the cabinets are extremely practical for the storage of small tools, that are in frequent use. The drawers in the cabinets are subdivided into smaller sections by means of divisions, which are furnished with each cabinet.

I. A. Lee of Corona, Cal., has purchased the interest of John Linfesty, of Linfesty & Co., at Highland, Cal. Mr. Kunzman will remain a partner in the firm, which will be known now as Lee & Kunzman.

Arthur Ingraham, formerly of the Pitt River Hardware Co., has purchased a half interest in the business of Al. Taylor of Alturas, Cal., and the firm will hereafter be known as Taylor & Ingraham.

The Stapley Hardware Co., Mesa, Arizona, recently suffered loss by fire of part of their building and stock, but this is covered by insurance. They are rebuilding and making extensive alterations and improvements, which will give them increased facilities. Their building will be equipped with large show windows and up-to-date fixtures in every particular.



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

THE GLEEWOOD FLOOR FURNACE

Health-Comfort-Convenience-Economy

These points win instant favor and continued popularity.

Stock this new, valuable line. Cash in on its large profits. Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

.0

RAZOR STROPS YOU CAN RECOMMEND

The Allegretti Mfg. Company, of Geneva, New York, are specialists in the manufacture of razor strops, a business to which they have devoted years of effort, their motto being "Nothing

less than perfection."

Aside from the quality of the leather that enters into their manufacture, the formula used in the preparation enables the Allegretti Mfg. Company to absolutely guarantee every strop which they make, but they go further back than the leather. The hides are selected from which the strops are made. Only certain portions of the best hides are used. The tanning of the leather is done in a special manner.

Every strop bears their name and trade-mark and an "Allegretti" is not to be compared with such as are made by cheap chemical preparations.

The men connected with this institution have had years of experience. Their strops need no "breaking in or working," but are ready for immediate use.

ing," but are ready 101 immediate imported Irish linen and lisle webs are used, and all their leather and web strops are climate proof. While their goods excel others, prices will compare with those of any other manufacturer of first-class goods.

They have an attractive catalog in colors, giving much information about razor strops that merchants who sell razor strops should have.

In our issue this month, we are illustrating one of the most popular strops they

make.

Every man who uses a razor is interested in a good strop. The "Allegretti" will satisfy your customers in every way. Write them for full details and information.

SURFACE FLOOR SPRING HINGES

The Lawson Mfg. Co. line of surface floor spring hinges are slow acting with a positive holdback feature when opened at 90 degrees, which will insure against accidental release of the door.

They are fitted with an invisible top pivot and socket made of wrought metal, no mortising required. This is economical both in time and money.

They will be glad to send a copy of their catalog to any of our readers upon request.

The Olson Johnson Company, of Troy, Idaho, recently sold their hardware and general merchandise stock to Myklebust Bros., who will contine the business in the same location.

Olson Johnson Co., however, will still continue in the implement business at Troy.

A PROFITABLE AND READY-SELLING ARTICLE

Attention is called to the announcement of Hercules Cold Solder, which is a semi-liquid mending metal, used without either heat or acid, with which they claim that "anybody can mend anything" at any time.

It is put up in collapsible tubes for instant and convenient use, and can be applied with the moistened fingers; no heat or acid is necessary. It hardens quickly upon being exposed to the air. It is not affected by water, hot or cold, and it will stand an enormous pressure and over fifteen hundred degrees of heat.

This is an article that is adapted for almost every purpose in the household, and in these days when it is important to conserve every manner of metal and utensils, Hercules Cold Solder displayed, and proper attention called to it, is sure to prove a ready seller among the merchant's customers.

These tubes retail for 25 cents each.

It is particularly adapted for mending holes and cracks in such things as utensils of aluminum and tin. enamelware, porcelain, articles of brass or copper. It can also be used to hold permanently together glass, china, earthenware, marble, vitrolite, paper and wood, and there is also a market for it in repairing automobile radiators, engines, etc.

If your jobber cannot supply you, write direct to the manufacturers, Frieden Manufacturing Company, San

Diego, California.

READY SELLING PACKAGES

Attention is directed to the announcement of the Staybestos Mfg. Company, of Philadelphia, Pa., who have a special dealers proposition, especially for Transmission Lining for Fords.

Put up in packages to retail at \$1.00.

This is a special product made by the manufacturers of the well known S-M-C Asbestos Brake Lining, and is in demand by every owner.

The Staybestos Company will be glad to give full information to any of our readers upon request.

J. B. Wellman has sold his stock of hardware at Compton, Cal., to a firm at Downey, who have consolidated it with their own.

The W. R. Smith Hardware Co., Lompoc. Cal., are having a new warehouse erected for the use of their implement and machinery department.

The Marshall-Newell Supply Co., San Francisco. Cal., recently moved to new quarters, at the corner of Spear and Mission streets, to give them facilities for carrying an increased stock.

SHELBY UNIVERSAL CASEMENT WINDOW ADJUSTER



The Shelby Spring Hinge Co., Shelby, Ohio, recently added to their extensive line of builders' hardware specialties the Shelby Universal Casement Window Adjuster. This adjuster is reversible for right or

left hand sash opening in or out, and will hold the window positively locked in any position. It also can be used as a friction stay. It is a very attractive and practical piece of hardware, finished to match various hardware finishes.

The company states they are ready to quote prices and make shipments.





THE NEW WINCHESTER ... 22 CALIBER REPEATING RIFLE.

Winchester Repeating Arms Co., of New Haven. Conn., have recently placed on the market a new .22 caliber rifle, known as model "06 Expert," for .22 short, .22 long and .22 long rifle cartridges.

The rifle has the same action, barrel and magazine

as the famous .06 .22 caliber Winchester.

The features of this new model are the special forearm and pistol grip stock. Three styles are being made. Regular blued finish standard rifle as shown in the illustration; nickel trimmed receiver, guard and bolt; and full nickel on all metal parts.

LUBRICANTS FOR MOTOR-DRIVEN TRUCKS.

One of the greatest drawbacks to chain-drive motor trucks has been the trouble experienced from grit and dirt collecting on the chain and sprocket. It is of prime importance in cleaning and applying new lubricant to the chain that all parts of it be reached, including the pins. The Joseph Dixon Crucible Company has put on the market a Graphite Motor Chain Compound especially for this purpose. After the chain has been thoroughly cleansed with gasoline or kerosene, it boiled for twenty minutes in the compound, giving ample time for the lubricant to penetrate to the pins. The chain is then dipped in cold water to set the lubricant.

The preparation contains Dixon's Motor Graphite which provides a friction-reducing compound for every part of the chain. It has been found that chains so treated not only reduce the waste of power to a minimum, but last two or three times as long as

The Sohn Hardware Co., Mabton, Wash., report a splendid demand for implements and farm machinery this season.

BUFFALO FORGE LINE

The Buffalo Forge Co., Buffalo, New York, have issued section catalog No. 108, showing their line of stationary forges.

This booklet consists of 32 pages, and gives de-

tailed information of the Buffalo line.

There is no manufacturer whose products stand higher with the trade and whose methods of co-operation, distribution and sale meet with greater approval than that of the Buffalo Forge Co.

It is their proud boast that their products are not sold through catalog or mail order houses, and their methods of co-operation make the line a most desirable

one to handle.

In the Far West they maintain their own personal representative, Mr. Harold English, whose knowledge of trade conditions and whose splendid personality has been a considerable factor in the building up of their large trade throughout the West and on the Pacific Coast, where Mr. English is known from one end to the other.

No one stands higher with the trade than he, and no one will go to any greater length to serve their customers and co-operate with them in every possible way.

O. H. Tetzlaff hardware store, at Blythe, Cal., have been increasing their stock, and report business good. They view the outlook most optimistically.

The Hartley Hardware Co., Mountain View, Cal., have been entirely renovated since their fire some months ago. Mr. Hartley is to be congratulated on having a new and more attractive store than formerly. He reports a splendid business outlook.

The Arizona Saddlery Co., Prescott, Arizona, have filed articles of incorporation. They also conduct a business at Gillette, Wyoming. They expect to do a general mercantile business, handling hardware and household furnishing, sporting goods, and automobile accessories.

The Superior Spring Hinge Co., 136 W. Lake St., Chicago, Ill., has just introduced the Superior Casement Adjuster, designed for windows that open out, operating without disturbing the screen.

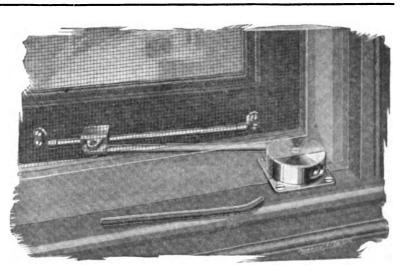
The Adjuster is most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when the handle is let go the window is locked automatically.

The Superior is considered one of the strongest adjusters made, because it locks on the rod fastened to the window, and thus combines the strength of two rods.

It holds the window firmly at any angle and does not allow the window to rattle. It is packed with screws to match and one steel handle eight inches long in dull brass finish.

Made in one size, in brass or iron metal.

Special finishes made to order.



Illustrated literature and prices will be mailed to dealers upon request.

LARGE GOVERNMENT ORDER FOR STEEL WOOL.

The American Steel Wool Company, of New York, N. Y., recently received an order from the War Department of the Government for almost forty pounds of steel wool to be forwarded to France, and used by our soldiers for cleaning their kits, pots, pans and other utensils.

This recognition on the part of the Government of the usefulness of steel wool is one of the best tributes that could be paid to its utility and efficiency as a cleaner of aluminum ware, and similar articles.

It is a product that when once demonstrated and shown, it is sure to make sales and if merchants will give a little attention to this, they will be sure to find it in ready demand.

SHELTON TACK COMPANY CATALOG

The Shelton Tack Co., Shelton, Conn., has issued a new catalog covering their line of tacks, small nails, double pointed tacks, staples, glazier points, cobblers' nails, shoe nails, etc.

This catalog is well illustrated, and gives an excellent description covering this extensive line. The catalog gives the new list of November 7, 1917, conveniently arranged in detail, showing figures applying to each of the many sizes and kinds, and the various styles of packing. This catalog is being mailed to the hardware trade and copies may be had on application.

It is a catalog that is worthy of a place on the desk of the catalog cabinet of every jobber and dealer.

POPULAR WITH ALL

Williamson Manufacturing Company, Sheffield, Ill., manufacturers of healing powder, gall cure and similar products, tell us their products are sold by the leading hardware jobbers throughout the country, from one end to the other. They urge dealers to order their stock from their jobber, pay for it when sold, and the consumer is satisfied. They guarantee every box to cure in three applications, or refund the money. They will be glad to give further information to any of our readers upon request.

Among the jobbers handling their products, are the following: Shapleigh Hardware Company, St. Louis; Townley Metal & Hardware Co., Kansas City; Hibbard, Spencer, Bartlett & Co., Chicago; Sterges Brothers Hardware Co., Sioux City, Iowa; Larson Hardware Company, Sioux Falls, South Dakota; Haynes Hardware Co., Emporia, Kansas; Blish, Mize & Silliman Hardware Co., Atchison, Kansas; Marshall Wells Hardware Co., Duluth, Minn.; Dodson, Fisher Brookmann Co., Minneapolis, Minn.; Oklahoma City Hardware Co., Oklahoma City, Okla.; Marshall Wells Hardware Co., Portland, Ore., and Henkle & Joyce Hardware Co., Lincoln, Nebraska.

Edward H. Barry, Jr., has purchased an interest in the Gonzales Hardware & Grocery Co., Gonzales, Cal., with whom he has been identified recently.

W. R. Bibby, hardware merchant at Los Banos, Cal., reports a very satisfactory season's trade

SELLING PUMPS TH ROUGH THE WINDOW.

The New Noiseless Goulds "Hi-Speed" Offers Great Opportunity for Attractive Display.

Did you ever notice how window displays reflect the character and quality of a business? A well-arranged attention-getting window display announces a progressive business. Often it is the dealers' best salesman. A good window display drives home a single idea instead of scattering the attention over hair a dozen or more lines.

The New Goulds "Hi-Speed". Pumping Outfit offers abundant material for such a show window. It is the first and only noiseless pump for the home water supply system. These plants are now almost a necessity on the modern farm and in village homes where there is no public water supply.

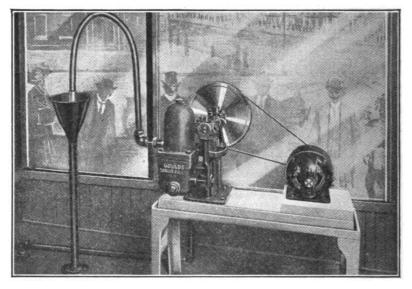
An exhibit in full operation always commands attention and many of the on-lookers will become quickly interested in a pump that runs so quietly that they can hear only the pleasant purr of the motor.

Once you have a man's interest, it is an easy matter to point out other unique and desirable features of the "Hi-Speed." Call his attention to the unusual speed

"Hi-Speed." Call his attention to the unusual speed —500 r. p. m. Show him how the automatic ring-oilers keep the shaft constantly lubricated. Explain how the elimination of gears not only makes the pump noiseless but reduces the number of parts. Fewer parts mean longer life and, in this case, an exceptionally low price.

Picture to him the advantages of this silent pump. Tell him how it will pump against a total elevation of 100 feet or a pressure of 43 lbs. Explain how it is adapted to either an open tank or pressure system.

Next lead him to indicate his choice among the 13 different combinations. If you have ordered one com-



plete outfit with a set of extra parts, you can build him up just the outfit he wants. Every buyer will be a booster and you should be able to sell quite a number of outfits this spring.

Now a word about installing the exhibit. Attach a suction pipe to the pump so as to draw water from a barrel in the basement. Discharge the water into a funnel so connected that the water will return to the same barrel. It is so easy and simple to display this new pump that almost no directions are needed. Better get your window display under way. It makes a business-getting exhibit. The window exhibit shown above is worthy of imitation.

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BIG BELTING ORDER PLACED

Possibly the largest order for Rubber Belting ever placed in the Northwest was placed last month with the Goodyear Rubber Company, 61-67 Fourth Street,

Portland, Oregon.

This order covered all conveyor and elevator belting for the new million bushel elevator, being built by the Commission of Public Docks, at Portland, Oregon, and was for more than three miles of belting in various widths from 14 to 36 inches, nearly two miles of which was 36 inches wide; the total value being nearly \$45,000.00.

This order was secured in competition with all of the principal manufacturers of rubber belting in the United States, and tests of samples submitted showed not only a very high grade product, but that their prices were lower than all other bids, considering quality.

a very high grade product, but that their prices were lower than all other bids, considering quality.

In addition to the above order, they have also secured contract for belting for the Port of Astoria elevator and a number of contracts for smaller elevators being constructed throughout the Northwest, besides an enormous amount of business from lumber mills, where the highest quality of belting is needed to produce the results desired by the Government.

The Goodyear Rubber Company is one of the oldest rubber manufacturers in the United States, and have always maintained a high standard of quality in their

products.

FLY TRAP BUSINESS FOR THE ASKING.

Merchants frequently overlook the possibilities of fly traps among such houses as restaurants, butcher shops and hotels. Merchants who go out after this business and show their fly traps right on the premises seldom fail to make sales, at least, that is the experience of A. B. Avis, whose Avis Sanitary Fly Traps, have made a big reputation for themselves every where they have been sold.

Mr. Avis is a western manufacturer, whose traps are now stocked by many of the leading hardware

jobbers.

THIS HEATER WILL BE IN DEMAND

And you should be in position to answer inquiries and supply orders.

and supply orders.

The Gleewood
Floor Furnace has
been on the market for years, and,
with the conservation of coal that is
necessary, gas
heaters will be in
larger demand
than ever.

Foss & Jones, the manufacturers, 28 East Union

street, Pasadena, Cal., are in position to thoroughly satisfy everyone who wants information as to a heater that will prove not only economical and satisfactory, but will be most desirable for merchants to handle

Write them for further information.

The Layton Implement Co., Blythe, Cal., have incorporated their implement business. They do a general business in hardware and implements; also house furnishings, automobile accessories, etc. The firm was formerly known as Layton & Yonkers.

R. E. Callahan has taken charge of the Alhambra Hardware Co., Alhambra, Cal., and will close out the stock.



There is a wide and promising field for the utilization of Steel Wool, especially by house-keepers and manufacturers, although many of the latter have used it increasingly for a score of years.

The American Steel Wool Manufacturing Company, Inc., 451-53 Greenwich St., New York, which has long produced Steel Wool and Steel Shavings, has undertaken a campaign to further enlighten merchants and individual users regarding the innumerable helpful ways in which it can readily be employed.

Steel Wool is good merchantable stock and can be made profitable whenever intelligently handled, especially in stores marketing hardware, sporting goods, automobile accessories, house furnishings and kitchen utensils, department stores and other retail establishments.

Gloves are not necessary when working with it as the long fibers of tempered steel are shredded to a silky texture which quickly removes dust and dirt.

It may be profitably used for cleaning, scouring and polishing aluminum, steel, iron and enameled kitchen utensils, cutlery, tile, marble, parquet, and other hardwood floors, sinks, stoves, bath tubs, basins, and fixtures, some kinds of bric-a-brac, and other articles about the house, farm, dairy and shop.

It will quickly remove dirt, mud and rust from agricultural implements, golf clubs, guns, automobiles, bicycles, motorcycles, and other types of vehicles. It is also serviceable in removing old paint, varnish, japan, shellac, for rubbing down a first coat of paint or varnish, en surfaces in general.

There are six grades of fineness ranging from 00, 0, 1, 2, 3 and 4. It is sold in 1-pound packand for rounding off or smoothing down woodages with 50 or 100 to the bale; or, in the household size, half gross to a container.

For household use, which consumers should have brought to their attention and explained intelligently, the company has prepared a new package for retailing east of the Mississippi river at 10 cents each, the packages measure $2\frac{3}{4}x2\frac{3}{4}x7$ in. There is also available selling helps including circulars, with counter and cutout signs, for gratuitous distribution, to be had for the asking.

The United States Government, we are told, has placed a good order with the company for Steel Wool to be used by our troops in France, with which to clean and keep sanitary their kits, pots, pans, etc.

America may well feel proud of her business men in the part they are performing in the war.





CLASS IN RAPID BRIDGE CONSTRUCTION

OPPORTUNITY AWAITS AND DUTY CALLS MECHANICS AND MACHINISTS

NEEDED FOR SERVICE IN FRANCE

HE FIRST REPLACEMENT REGIMENT OF ENGINEERS appeals to patriotic Americans who are skilled in photography, automobile repairing, carpentry, blacksmithing and horseshoeing, surveying, masonry, drafting, lithography (for map reproducing), and in electric light and power installation to enlist in the Engineer branch of the army—that branch which ranks among the highest in our military service.

The Engineer units of our army are composed of the men who can do things, the men who can be trained to be equal to any and every emergency, the men who recognize that time, not expense, is the vital factor in modern warfare.

The First Replacement Regiment needs your services if you are experienced in any of the machinist-mechanic branches, if you are in sound physical condition, and if you are between the ages of 18 to 21 and 81 to 40.

Apply Your Skilled Hand
Apply Your Active Brain
Apply Your Ingenuity and

Help Your Country
By Doing the Thing You Are
Best Fitted To Do.

The true patriot serves his country best when he is enabled to utilize his peace-time knowledge and experience to the best advantage. By enlisting with the First Replacement Regiment of Engineers you will find your particular niche in the service of your country, doing the things you know how to do, and gaining new experience which will be of value in your trade or vocation after the war.

THE OPPORTUNITIES FOR ADVANCEMENT ARE GREAT AND THE PAY EXCELLENT

Full information furnished by the

COMMANDING OFFICER

First Replacement Regiment of Engineers

Washington Barracks, D. C.

Business Opportunities

FOR SALE.

Clean stock of general sheep and builders' hard-ware in live Eastern Illinois city. Well equipped tin shop.

Address "Hardware," care HARDWARE WORLD.

POSITION WANTED.

Experienced plumber, steamfitter and sheet metal worker wants steady position. With hardware company preferred. Can figure or estimate all work. Tyrrell the Plumber, Devils Lake, N. D.

WANTED

Distributor for highest grade mechanics' tool chest. Advise lines handled, territory covered, class of dealers reached and commission wanted. Prefer established manufacturer's representative traveling several men. Address Union Tool Chest Works, Rochester, N. Y.

FOR SALE.

Hardware store, with plumbing shop, in one of the best grain and fruit growing sections in California.
Old established business. Only \$5,000.00 cash capital

required, and satisfactory terms for balance.

Address, R. P. Burr, P. O. Box 596, Sacramento, Cal.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

GOOD, RELIABLE HARDWARE MAN WANTED

We want a good reliable hardware man, capable of taking charge of the buying as well as the selling end. We should like him to have some knowledge of implements. Salary \$125 per month. Give full particulars, such information as you would want were the position reversed. Address G. F. Company, care HARDWARE WORLD.

HARDWARE SALESMAN WANTED.

Must have not less than five years' experience, and must be competent stockkeeper.

This store carries a \$50,000 stock of hardware and

implements in a thriving Southern Idaho town.

A good opportunity for a hustler who is willing to work for advancement.

Address M. H. Company, care HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

FOR SALE.

A good paying hardware business, will sell at invoice price which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

POSITION WANTED.

By experienced hardware man with a progressive and growing firm. Have had eight years jobbing and retail experience. Now employed. Exempt from military duty. First-class references. Prefer being located in intermountain region or Northwest. Address "E. C., " care HARDWARE WORLD.

MANAGER RETAIL HARDWARE STORE WANTED. We want a live, up-to-date, thoroughly capable man-

ager for a retail hardware store in a city of 250,000 people.

Daily cash sales will average over \$500.00. Man must be thoroughly competent, and experienced.

Give full particulars, age, experience, references, salary wanted, personal habits; in other words, such information as you would want were the position reversed.

Applications treated Confidential.

Address "RETAIL," care HARDWARE WORLD.

FOR SALE.

Hardware and implements, located fifty miles from San Francisco, in a live little city, being a county seat, with rich farming country and many substantial factories that have a steady payroll all year. Sales last year \$75,000, and expect to do better this

year.

Business is largely cash and back accounts are short

A modern store, clean, up-to-date stock. It takes from \$16,000 to \$20,000 to handle the business. A paying business that will stand inspection.

Will give part terms.

Above in a good, desirable town and a fine climate. J. X., care HARDWARE WORLD.

FOR SALE.

Stock of Hardware, Implements, Furniture and Harness. Stock invoiced January 10, 1918, \$7,535.30. Fixtures \$500.00. Building 24x84, two stories and implement building 24x60, \$2,750.00, in good condition. Also residence on tract 100x150, set in shrubs and trees, **\$1,750.00.**

I have contract with Fairbanks Morse, International,

John Deere, and Parlin & Orendorff.

Cash sales last year, \$30,000.00. 200,000 bushels of wheat marketed here last year. Gravel surfaced road leading out of town in two directions and contract let for three miles in third direction.

I will sell for present wholesale price, less freight

to Wheeler.

Business is good, and has been good. I started in business here January 10, 1914, with \$1,600.00

I have other business that demands my attention,

and if I sell, must be before June 10, 1918.

EDGAR DRY, Wheeler, Washington.

Pierce-Field Hardware Co., at 751 Fifth St., San Diego, Cal., of which G. H. Hawley is president, report a good business in all lines of hardware and house furnishings.

L. C. Gray has closed up his hardware and implement business at Gadsden, Arizona, and will center all his business activities at Somerton, Arizona, for the present. He reports a good outlook.





Making Business, Not Taking It

(By Harry Gale Nye)



F THERE is one word more than another that has been overworked like an annual pass it is that grand old expression, "competition." We are always being told how to meet it, and beat it, and eat it alive. It is blamed for most of our troubles, and given credit for most of our success. We are always saying that it is "the life of trade," but we mean the

other fellow's trade, not ours. We believe that competition is a grand, good thing, but we don't want any of it ourselves. Personally we would prefer not to have a competitor within a mile of distance or a dollar of price.

But, since none of us can have a monopoly of our business or some other business in our neighborhood or town or territory, the next thing we are taught is the necessity of "meeting" it. We are told of advertising, for one thing, and for why? To get the trade that would otherwise go to the other fellow's shop. We are told by some to figure close—to meet that same old bogey man of "competition." Whenever that little word "competition" sneaks into a man's mind he quite thinking about his own business and begins to think about the other man's.

Making Our Own Business.

Now, it seems to me it is about time for us to quit thinking about ways to win trade away from the other fellow's establishment and begin to think about ways to win it to our own. If I am going to lay out a path to my factory door I am not going to start at the door of the other fellow. I am going out in the open market where the trade is, or where it can be made to be, and lay a road to my door without thinking much of his.

In other words, I think it is about time we quit thinking about taking trade and began thinking about making it. Did you ever notice when a hen finds a worm how the whole flock will beat it over to that particular spot and begin to scratch away as if that were the only place a worm could possibly be found? There are a lot of us merchants who are like a chicken in that regard. We are always neglecting our own yard to run over and scratch in some other fellow's. There may be just as fat worms in our own as were ever uncovered, if we would just dig a little. But instead we run around like a rooster, and develop our legs a good deal more by running than we ever do our toes by digging.

To my mind, the purpose of advertising isn't to get into the other fellow's yard, but to develop our own. The business of advertising is to create desire, to make jobs, not merely to take them. The fellow who goes after business only after the desire has created itself is living on wild turnips, when he could be feeding on lettuce and sweet corn by doing a little seeding and planting and cultivating in his own back

It would be a blamed sight better if we would think of our customers instead of our competitor's. The kind of advertising that says. "If you are thinking of putting in a bathroom, we would be glad to furnish an estimate," may get some business; but the advertising that will get more, and get it without having to run the gauntlet of a lot of competitive figuring, is the kind that gets the customer to thinking of putting in a bathroom or building a house when he isn't thinking of it at all.

It's a safe bet, if you investigated you would find that the fellow who yells the hardest about competition has one competitor that he isn't doing a thing to meet—his own inertia. He is always looking for things that are already up, instead of planting seed. Then when a plumbing job shows itself above the ground and some competitor grabs it off, he hollers bloody murder. There are plenty of fellows who know nothing about the needs of their community until those needs are expressed in the form of an actual inquiry. They did nothing to ascer-



SERVICE

Amid the strenuous activities now-a-days in the industrial world, we have been particular to avoid any falling off in the

Service rendered our patrons. In fact we place "Service" as an important issue.

Plumbing and Heating Engineers
Pipe Fitting Supplies
Valves

M. L. KLINE

30 Years Wholeseling Plumbing and Heating Supplies

84, 86, 67, 89 FRONT ST., PORTLAND, ORB.

Garden Hose Valves

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Recognized Quality

Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

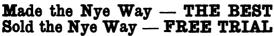


"I'M NYE THE DIE MAN"

NYE COMBINATION CHAIN VISE

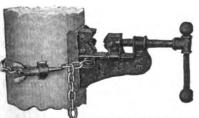
A time-saving, dependable Tool for outside service.

Easily and instantly attached to Post or Tree, with firm grip without tools, nails or screws.





For Inside Bench Service



For Outside Service on Post or Tree

May be used as a bench vise Hook and chain of best forged steel, 38 inches long.

THE NYE TOOL & MACHINE WORKS

108-128 N. JEFFERSON STREET

CHICAGO

tain the need and create the desire, but they feel hurt if they do not reap the harvest.

Of course, these fellows are exceptions, perhaps. But if I had any advice to hand out—but I need advice myself so much that I haven't very much to spare—it would be to make business instead of take it, to try to meet the trade instead of the price, to scratch around a little in my own yard and plant a little in my own garden, and let competition take care of itself while I took care of my community.

HIGH WAGES.

It is not enough to pay high wages. If all the workers in this country had their wages doubled, this could not help them unless at the same time their output is increased. If we raise wages without raising output, what is the result? The prices go up, and the worker gets no benefit from the high wages. Workers are finding this out at the present time.

What does it matter to a worker if he gets twice as much money in his pay envelope, if he finds that he has to pay twice as much

for everything at the grocer's shop?

So, the only way to benefit workers is by increasing the output. This keeps prices down. There can be no improvement, either for workers or employers, without increasing the output. No matter which way we look we cannot get away from the question of increased efficiency.

FOR THEE, DEAR LAND.

(By Dorothy Fyfe)

For thee, dear Land Thy sons firm stand In valor, strength and trust To guide thee right Throughout the fight; Thy glorious cause is just! Midst crashing cannons' roar, Midst murderous flame and gore, They're steadfast as before, Sustained by power divine. May victory then Be with thy men, The glory thine! For thee, dear Land, Thy sons firm stand Unswerving, faithful strong, To keep for thee Thy liberty With power to right the wrong. When bitter strife is o'er. Content from shore to shore They're steadfast as before, Upheld by power divine. For thee no stain. True Peace the gain Be thine, be thine!

SELFISH, GREEDY COMPETITION.

A speaker at the recent convention, among other things, said: "Your worst competitor is your most ignorant competitor; the man you do not know is the man that fixes your price. Oh, my friends, if we could only get away from the old fashioned idea that originated when two cobblers in a given village made shoes for that community, and if you went to one of them you could never go to the other, because you would gain the eternal hatred of the man that you left. Jealousy! Trade rivalry! Wicked cut-throat methods, such as prevailed when two or three carpenters did all the mill work of a village. when there were no mills, when two or three cobblers made all the shoes when there were no shoe factories. But those times are in the past. men; we cannot live under that sort of thing now, and the fellow who is today selfishly nursing the idea that he will let these other fellows go to all the trouble and then put his own nose in the trough, and swill himself with your effort is so selfish, so greedy, so unworthy, that he cannot make a success of life, even if he does make money."

Clayton Plumbing & Heating Co, have filed articles of incorporation at Clayton, New Mexico. They do a general plumbing business.

D. B. Robertson, of Silver City, New Mexico, recently moved his tin shop and plumbing business to a new location, to give him increased facilities.

Beynon & Hedman, previously connected with the H. L. Villinger and the Turlock Hardware Co., Turlock, Cal., have opened a plumbing business to be known as the Turlock Plumbing Co. They have taken over the plumbing department of the Turlock Hardware Co.

An ordinance prohibiting the installation of gas water heaters in bathrooms has been introduced in Los Angeles city council by Councilman Reeves of the committee on health and sanitation. Removal of such heaters already installed in bathrooms is also required by the ordinance. As drawn, the ordinance would have required the removal of such heaters as soon as the ordinance, if passed, took effect, which would have given only thirty days from the passage of the ordinance. As some of the members believed a longer time should be allowed for the removal of heaters, the ordinance was referred back to the committee for revision. A period of ninety days will probably be allowed to make the required changes. If the ordinance is passed gas water heaters may be installed in basements or other parts of buildings and hot water may be piped to bathrooms.

Some men imagine they are decent because they shave and wear a clean collar every day.





If you advertise in the movies, you'll surely want to receive our set of four beautiful hand colored slides. We'll imprint them with your name and forward them free of charge. Write for a set—they'll sell plumbing fixtures for you.

PACIFIC S

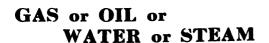


PLUMBING FIXTURES

Main Offices
67 New Montgomery Street
San Francisco

FOR SALB BY ALL JOBBERS

Factories Richmond California



is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island





VISTA HOUSE, CROWN POINT, COLUMBIA HIGHWAY

pioneer days, when that hardy race of white men began to populate the North Pacific Coast, the most difficult part of the long, transcontinental trail lay in some forty miles of travel through the Cascade Range. Impassable as were these mountains to the wagon trains of the times, it became necessary that the early settlers cross the range by the one possible route afforded by the Columbia River, writes Dick Cochran, of Crane Co., in the Valve World.

There are a few records handed down, mostly in the shape of diaries, telling of the hardships encountered by these forerunners of civilization, when having reached the end of possible land travel they were forced to construct rafts and float down through the great rapids of Celilo and Cascades. Frequent portages were necessary over huge boulders and through dense underbrush. Usually short of provisions when nearing the end of their pilgrimage, sometimes half starved, with insufficient clothing to stand the chill of the early winter rains and treacherous and thieving Indian tribes a constant menace to contend with, it was indeed a hardy crowd that stood the test and lived to found this wonderful West Coast territory.

It is peculiar that in these records of destitution and misery any thought of beauty could find a place, but in all of them, without exception, one reads passages descriptive of the rugged grandeur of the Columbia Gorge. The following is quoted from the notes of an early missionary:

"There is a feeling of grandeur connected with the mountains and forests and the great

continental river of this country that belongs to nothing in the land of gold. The Columbia is most imposing in its lower course, a great, broad, massive stream. Its scenery has a breadth and a wild power every way worthy of it. It will bear cultivation admirably; also and some time, a thousand years hence, the beauty of its highly finished shores will be exquisite."

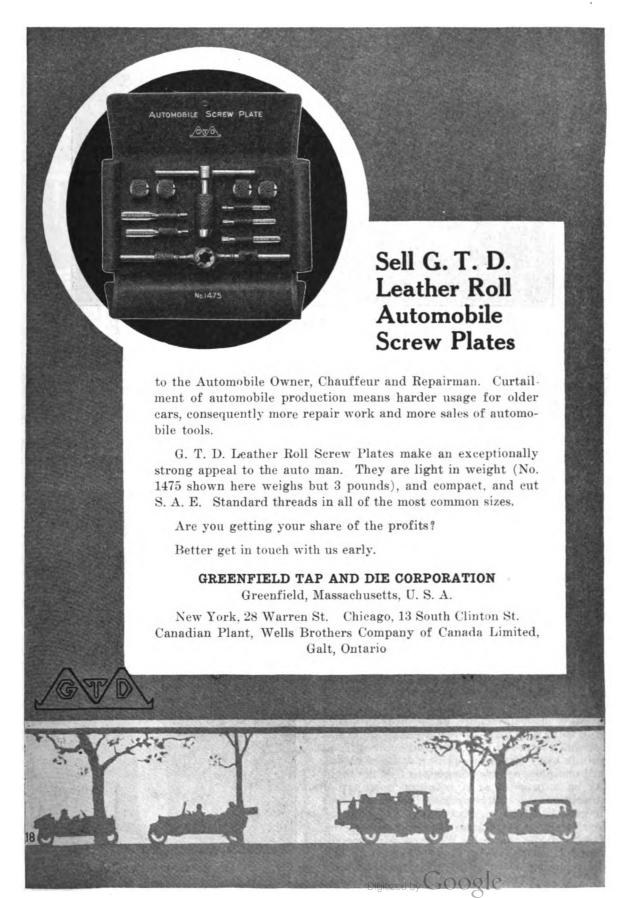
This writer was probably correct, a thousand years hence it will be exquisite, but never more so than the day he saw it nor than today, for it is the beauty of nature which will never change, or, changing, will never diminish.

The mode of travel, however, has changed considerably. Instead of the log raft and canoe of former times the tourist now bowls along near the river's edge in a Pullman or higher up views these astonishing scenes in six-cylindered comfort while speeding over the hard surface paving of the Columbia River Highway.

In 1910 the first work was done toward building a highway through the Columbia Gorge. There was already a wagon road running part of the way, but this was narrow and crooked and the grades very steep. The first survey was made, but the report was discouraging, for it claimed as impracticable a road through certain stretches even allowing for a maximum grade of 12 per cent. A number of public spirited citizens, automobile enthusiasts for the most part, continued, however, to agitate the matter, and in 1913 the County Commissioners of Multnomah County appointed S. C. Lancaster, a road expert and engineer, again to make a survey and undertake the supervision of the highway.

After careful study of the matter it was de-

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VIEW PROM VISTA HOUSE

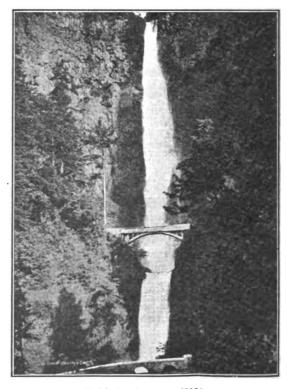
cided that the best modern practice should be followed in building a road suited to the times, the traffic and the place. Such a road to have a minimum width of twenty-four feet with extra width at all curves, no radius less than one hundred feet and a maximum grade of 5 per cent.

It is needless to go into detail as to the difficulties met and overcome; the illustrations will show some of the obstacles to be encountered and how disposed of and today one may be transported by automobile from Portland's busy streets and in a half hour be winding up through wooded hills into this fairy land of waterfalls, bluffs, and rocks, softened throughout by tall fir trees and the dense vegetation of the primeval forest.

General Goethals, having taken this trip, said: "The Columbia River Highway is a splendid job of engineering and is absolutely without equal in America for scenic interest."

The average individual is wont to forget the Highway as an engineering feat. The builders. undertaking to construct it to suit its location, have so sunken its individuality into its surroundings, so blended it to the general scheme that it seems almost a part of nature's handiwork along with the rocks and trees. Here it crosses a concrete bridge, darts through a tunnel in solid rock, drops down a gentle slope and gracefully rounds a high, perpendicular cliff, on again in ever varying repetition of these phases until one unconsciously begins to feel the highway as a product of a petulant imagination rather than carefully worked out grades and curves. And thus for sixty miles it challenges description. A few names are suggestive of the variety of its charms. We pass Multnomah, Latourell, Bridal Veil, Coopey, Horsetail, all falls plunging down over cliffs from two hundred and fifty to a thousand feet in height, Shepherd's Dell, Oneonta Gorge, St. Peter's Dome, Beacon Rock, Bridge of the Gods, Table Mountain, Mitchell's Point with its tunnel of three hundred and ninety feet cut through one solid rick, and the never-to-be-forgotten Crown Point.

At this place the highway circles the top of a huge rock with a sheer drop of seven hun-



THE FALLS OF MULTNOMAR Digitized by GOOGLE



IT'S THE QUALIT



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PATENTED

know from past experiences that there are no equals when quality, work-manship and results are concerned. If you have

never used this make, a trial is sure to convince you of its su-

WAYS RELI-ABLE" torch-

es and furnaces which makes mechanics buy them. They

No. 57 1-Quart No. 58 1-Pint all other makes. You before shipment is made, therefore, is guaranteed to TD1.

Place a trial order with your jobber today. If your jobber does not stock our goods, write us.

Otto Bernz, Newark, N. J.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

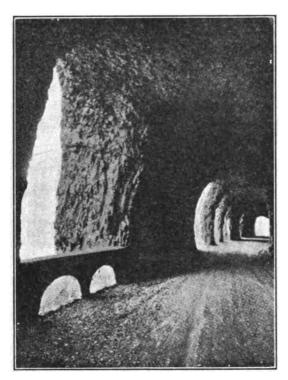
Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa. Pactory, Oakmont, Pa.



THROUGH THE SOLID ROCK

dred and twenty-five feet to a mile wide river below. At the outside edge of the circular roadway is a walk with a concrete rail and electroliers set every fifteen feet. At night these lights may be seen from the highway for miles in either direction and the view by day from the point takes in some forty miles of river with the Cascades rolling away to north and south topped by the three eternally white snow peaks. Adams, St. Helens and Mount Hood.

Within the circle made by the roadway and on the extreme apex of the rock stands the Vista House. This structure, formally dedicated to public use on May 5, 1918, is built as a pioneer memorial. It has cost fifty thousand dollars of the public's money, with additional private subscriptions for memorial windows. It is throughout of the best possible construction, having been designed by Architect Edgar M. Lazarus for permanence as well as beauty.

Beneath the Vista House proper is the comfort station contained in an oval room sixty by forty feet, which has been blasted out of the rock formation. This room has been divided into a series of apartments composed of comfort stations for men and women, retiring rooms, telephone booths and an emergency hospital where first aid can be given in case of accident on the highway. The interior construction is of concrete and steel and the only wood used is that which goes to make the doors separating the apartments. The floors are of Terrazo and the walls lined with a selected and matched grade of Alaska marble. Although under-

ground, the rooms are well lighted by means of prism lights from above. Perfect ventilation by fan system is provided, and it is steam heated with an auxiliary electric heating system for use in case the steam plant for any reason should fail to operate.

DOING THE THING THAT CANNOT BE DONE.

Somebody said that it couldn't be done, But he, with a chuckle replied,

That maybe it couldn't—but he'd not be one Who'd say so—'till he'd tried.

So he buckled right in—with the trace of a grin On his face. If he worried he hid it. He started to sing as he tackled the thing That couldn't be done—and he did it.

Somebody scoffed: "Oh, you'll never do that, At least—no one ever has done it": But he took off his coat, and he took off his

And the first thing we knew he'd begun it. With a lift to his chin—and a bit of a grin, Without any doubting or "quit it,

He started to sing as he tackled the thing That couldn't be done, and he did it.

There are thousands to tell you—it cannot be done—

There are thousands to prophesy failure: There are thousands to point out—one by one— The dangers that wait to assail you.

But just buckle in—with a bit of a grin-Take off your coat and go to it; just start in to sing-

As you tackle the thing that cannot be done-And you'll do it!

SOME PROPERTY STATEMENT.

An eastern manufacturer asked a dealer who had applied for credit to fill out and sign a property statement. He stated his assets as follows:

"Cash on hand and in bank"—"No."
"Accounts good and collectible"—"Sure."

"Notes good and collectible"—"No."
"Cash value of real estate"—"No."

Under the head of liabilities he answered the questions like this:

"For merchandise upon open account"-"Yes."

"For merchandise for which invoices have been given"-"No."

"For borrowed money to banks"—"Sometimes."

"For borrowed money to other parties"-

"Mortgage on stock"—"No."

A. J. Clark, of the firm of Clark & Wood, plumbers at Marysville, Cal., has sold his interest in the business.



YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK EVER MADE - MAN YOU SPECIFY B. B. HIGH PRESSURE BALL COCK

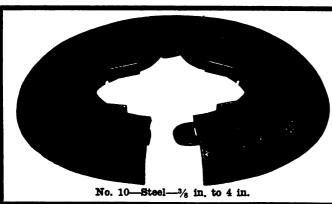


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch

thread desired.
All sizes up to and including 4-inch carried in stock.
No Special Packing Required. Ground Joint Coupling, which is always tight.
No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY Bacon and Plimpton St., Waltham, Mass.



Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand! Our No. 10, illustrated, is one of many styles.

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red. Catalog on request

The Beaton & Corbin Mfg. Co. Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative W. ERWIN GILCHRIST

681 Market Street San Francisco, California

BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

BERGER BROS. CO. 229-231 Arch Street, PHILADELPHIA



No. 1 Fire Pot. List Price Each \$27.20. Ask for Discount

It Pays to Buy the Best

Fire Pots and Torches-C. & L.-are the acknowledged best. They have stood the test for thirty years, and while we have spent thousands of dollars in perfecting our line, we have never experimented at the expense of the user. Ask any mechanic and he will tell you he could not afford to use any other at half the price—in fact. the user will soon save his cost in the saving of fuel alone. All leading jobbers will supply at factory price. Send for catalog-it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.

WHAT CONSTITUTES A GOOD JOURNEYMAN.

The amount of "long green" lost annually in the heating and the plumbing business because of journeymen who do not or who will not do good work, would represent a large sum of money.

This article is written as the result of a conversation with a prominent master plumber who has closed down his shop and will take on only the amount of work that he can do with his own hands. He states that he is absolutely unable to make any money with his journeymen. Said shop is located in a city of considerable more than half a million people.

One point that the journeyman should possess is intelligence. The ability to "get" things quickly, to use good common sense in working out of difficulties met with in the daily run of work. This is something that the average fitter seems to lack. He can put in job after job on the same general plan, but change the plan a bit and the fitter generally succeeds in "balling things up for fair."

Sobriety is a quality that must be possessed in the general sense of the term. Liquor and labor do not mix well on a job. A drinking journeyman car never be depended upon. When most wanted he is very liable to be unfit to work.

Tact is another quality very desirable, the more so if the man has to do much jobbing. Owners require certain management and a rude, headstrong, impertinent, hot headed or "fresh" journeyman can accumulate all kinds of difficulties for both himself and the shop.

Competent journeymen are not born, they are made by practical work and technical training, both of which, combined, result in the very highest type of journeyman.

This success does not come by chance nor can it be purchased by money. One may go through a dozen training schools and yet be a flat failure. If ideas are not properly digested and put into use they avail little. There must also be a continued effort on the part of the man or he will fall behind the times. This is shown by the large number of "old timers" who, though skillful workmen, are not qualified to put in the latest specialty systems and generally succeed in making failures of such jobs when put on the work.

A journeyman should be strictly honest. The "crooked" journeyman, no matter how quick he is or how skillful with the tools, will sooner or later run against a snag or pull some trick which results in disaster.

Progressive masters are always on the lookout for sober, reliable, competent journeymen, and such men are most always busy while those

who do not come within the requirements are cooling their heels around the corner in the hang out.

WORTH TRYING.

Did you ever lock yourself up in your room and have a real "honest-to-goodness" heart to heart talk with yourself? Try it some time. You will find that it is well worth your while.

Go over your work for the past few weeks. Check over the different people you have called upon in order to find out why you sold some of them and why you failed to sell the others. There is a reason for every sale as well as for every failure to make a sale.

Check over your selling points and sales arguments. You will find that in many cases you can make them stronger and more convincing.

And here's another thing—the main thing find out your own weak points. Then take

steps to correct them.

It is no easy task for any man to find out just what his weak points really are. And it is still harder to correct them once they are found. But it is the man who has backbone enough to persevere in breaking of habits formed by long years of practice that comes out on top at the finish.

THE HUMBLE ACCOUNTANT.

"We can all do our share toward winning this war every one of us, from the president of the largest shipbuilding company, clear down to—to the humblest ac-countant.'' (Commissioner Colby, addressing the Lib-erty Loan rally.)

The accountant, he is humble—he admits it;
Not boastingly, but in an humble way;
For, if anything goes wrong, he always "gits it,"
So, of course, he hasn't much to say.

There is ink upon his fingers and his eyebrows,
So he doesn't grade so very high on looks;
He is not among the doers or the highbrows—

He is just the bloke that keeps the blooming books.

The accountant, he is humble—he concedes it; Being humble comes quite natural to him. If there's sympathy to spare, he surely needs it, Though his chance of getting anything is slim. He is zero multiplied by minus zero— He's the fabricator of the strawless bricks; If he ever should aspire to be a hero, It is certain that the Fates would answer, "Nix!"

The accountant, he is HUMBLE—yes, he's HUM-BLEI

And compared with him the office boy's a gent, While the janitor would curse and swear and grumble, If he had to balance ledgers to a cent. Oh, he makes a punk impression on the ladies—
People wonder what they have accountants for!
But today's he's all puffed up and proud as Hades,

For they tell him he can help to win the war.

The plumbing and heating department of the Roswell Hardware Co., at Roswell, New Mexico, report having had a busy season, and have no reason to complain at the outlook for the balance of the year.





ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

uine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St. Bridgeport, Conn.

In writing the company address Department HW.

STOVE REPAIRS

IF IT IS MADE FOR A STOVE RANGE OR **FURNACE**

You Can Get It at the

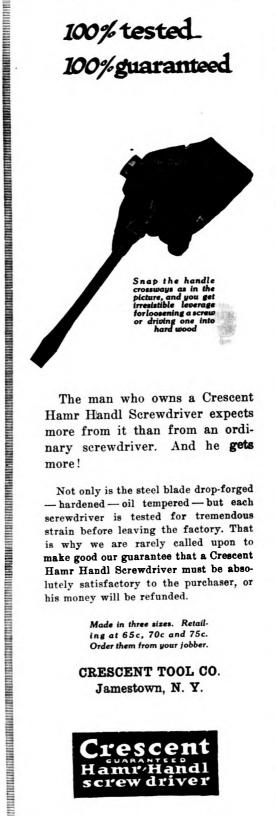
Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE REPAIR WORKS. Inc.

Phone Main 1790 912-14 First Avenue SPOKANB, WASHINGTON

WRITE FOR OUR ORDER BOOKS

100% tested 100% guaranteed



The man who owns a Crescent Hamr Handl Screwdriver expects more from it than from an ordinary screwdriver. And he gets more!

Not only is the steel blade drop-forged - hardened - oil tempered - but each screwdriver is tested for tremendous strain before leaving the factory. That is why we are rarely called upon to make good our guarantee that a Crescent Hamr Handl Screwdriver must be absolutely satisfactory to the purchaser, or his money will be refunded.

> Made in three sizes. Retailing at 65c, 70c and 75c. Order them from your jobber.

CRESCENT TOOL CO. Jamestown, N. Y.



SHORT PARAGRAPHS "PUT IT ACROSS."

(By Edward Hall Gardner)

Professor, University of Wisconsin, Author of "Effective Business Letters."

A solid page is hard to read.

When you were a boy digging into Henty or Cooper or Walter Scott, you skipped the long pages of description and hustled over to the part that was broken up by conversation.

In the same way, if you want your letter to get attention, break it up by frequent para-

graphs.

You know this ought to be done with sales letters. Why not in routine letters? Each routine letter is as important to the man who gets it as any sales letter. Why not help him to see the points you want to make—why force him to hunt for them.

He will see these points if they stand out in the open, in short paragraphs or at the beginning of paragraphs. He will have to hunt for them if they are "buried" in the middle of a

long paragraph.

Don't think this principle applies only to the big, important letters. Think of the man who reads many routine letters in the course of a morning. Make his task easy, by writing letters that are easy to read. You will get your reward in clearer and more definite answers from him.

Perhaps you have a hundred letters to read this morning. Which way would you rather have them—solid like the first example, or opened up and made easy like the second?

(As Originally Written.)

Regarding your order for miscellaneous parts No. 1746, a copy of which was left with the writer by Mr. Blank when he was at the office, would state these parts were ordered from the factory at the time your order originally reached us, but in some way it became overlooked, and has only now been located. These items are now coming to us, and should be here within a few days, when they will be promptly forwarded to your people at Youngstown, Ohio. We are returning your copy of the order.

Regretting the delay which has occurred in placing

this information with you, we are

(As Revised.)

We are glad to report that there has been no delay after all, in your order No. 1746.

These miscellaneous parts are now coming to us, and when received—which should be in a few days—will

be promptly forwarded to your people at Youngstown. Ohio.

They were requisitioned from the factory at the time we received your original order. When Mr. Blank called at the office and left a copy of the order, the original could not be found. It has just been located.

We regret not having had this information for you

at that time.

Short paragraphs "put it across." The tired business man—pushed for time—skips from place to place in reading a letter. Make sure that he doesn't skip over what you want him to read.

Avoid long sentences—they are likely to get tangled up and not to present your message clearly. But don't go to the other extreme and write sentences that sound too curt and abrupt. Crisp, concise phrasing gets action, and getting action of some sort is the chief aim of business letters.

SPECIALIZES ON BUSINESS SYSTEMS

One of the most significant consolidations that has been consummated in recent years has just been completed. The Shelby Printing Company, of Shelby, Ohio, and the Simple Account Sales Book Company, of Fremont, Ohio, have formed a new million dollar corporation, and in the future will be known as the Shelby Salesbook Company with main offices at Shelby. Ohio.

Both of these concerns are well and favorably known and have been eminently successful. The consolidation was effected with a view to eliminating the duplication of effort and waste that naturally attends the operating of two distinct organizations manufacturing and distributing practically the same products. District offices will be opened in many of the large cities, and seasoned servicemen will be in charge.

The Shelby Salesbook Company will manufacture all styles and sizes of duplicating and triplicating Sales Books, Manifold Books, Special Ruling and Printing, the well-known Simple Account Credit Register for keeping the credit accounts of retail merchants, and the famous "Shelbytrip"—a triplicating salesbook that is used in thousands of the largest stores

in the country.

"WE KNOW THE STOVE REPAIR BUSINESS"

WE WELD ANYTHING

Stove and Furnace Repairs

WE WELD ANYTHING

MYER S. RUBENS

STOVE AND FURNACE REPAIR WORKS

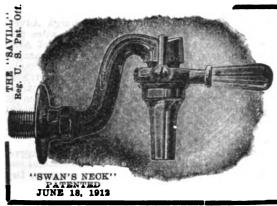
We Furnish DUPLICATE ORDER BOOKS Free on Request "We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch.
We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane.

15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.



The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Fancet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be
opened or closed just as easily with a finger, the wrist or arm.
Opens to full stream and shuts off in fraction of a minute.
"SAVILL" Faucets are a profitable and most satisfactory
line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS, SAVILL'S SONS 1310-14 Wellace St. Philadeiphia

HOLBROOK, MBRRILL & STETSON, San Francisco, Cal., and Los Angeles, Cal.

IT HELPS! Elsie M. Loomis

Criticism, now and then, is good for every one. It helps to know what others think about what one has done.

But if you think you have the right to tell your friends the worst,

Just try to realize how you'd feel if matters were reversed.

Would you have done the thing as well, with all he had to face?

Suppose you stop and put yourself in the other fellow's place!

And then, you might remember, too, both meanings of the word;

Although it seems the faulty side is the one we've always heard,

To criticize is to find good points, as well as bad to show.

Did you ever try the praising side? It helps a lot, you know.

Messrs. Gregg & Davis, of Los Angeles, Cal., two enterprising young men recently from the East, have secured the rights to the Fisher patents for an automatic water heater formerly manufactured and sold under the name of the Admiral. Gregg & Davis are equipping a plant to make this water heater, and will place it on the market under a new name and with several important improvements. They have offices temporarily at 416 Bumiller building.

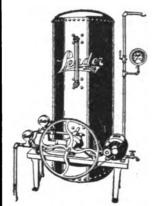
The Wise Mechanic

No. 32 Torch List Price Each \$16.00 Ask for Discount will now look well to his stock of C. & L. high-grade Fire Pots and Torches, and be ready to take care of all rush orders. In these strenuous days, there are many emergency orders for work that must be done quickly, and by using C. & L. Fire Pots and Torches you can do your work quicker and better with a great big saving in fuel expense. All leading jobbers will supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFQ. CO., Detroit, Mich., U. S. A.



WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street San Francisco, California

Sole Distributors

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner,

No. 204, Quart Size, Each, \$7.60 List
Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.

Dr. Lovejoy, speaking before the Medical Women's National Association, is the authority

for the following:

"Three rules govern the Germans in retention of French civil population. Those retained must be of value for fighting, labor or breeding. Germany knows well how to conquer the women she makes captives. She knows that when a French maid becomes a mother, maternal instinct will assert itself and the mother will never leave her child and go back, even though the child's father is a Hun.

HABIT

Habit is another name for temperament. Habit has a lot to do with success in business. The habit of politeness and good behavior are not difficult ones to acquire and they score heavily for or against one.

There are incessant difficulties and annoyances in business. Some feel that there are more in the hardware business than in any other, but you wouldn't swap or exchange with the other fellow if you only knew his troubles.

As long as you are in business you must cheerfully please your customers. Smile, smile if you don't feel like it. It will become a habit and a good healthy habit if you will only practice it.

We might refer to a score of habits that pay. Promptness is a good paying habit that so few possess. Keeping your word when you make a date. Prompt in collecting is just as important as prompt paying. The habit of being industri-All employers should have this if they wish their example followed by their employes. Strive for better things.

SICKNESS THAT CREATED A SUCCESS.

A friend of mine tries to carry all the burdens of his business upon his own shoulders. In his employ were some young men whom he intended to trust with responsibility within a year or so.

Without warning he fell sick and was sent to the hospital. It was thought for a time that he would not live. A business friend was given power of attorney and went in to look after his This man knew nothing about the details of the business. He admitted this freely to the young men and said to them: "You fellows go ahead and do what you think ought to be done." In two months my friend was back in his office.

"Being sick has its advantages," he said to "My business is now where I hoped it would be a year from now. My young men grew under the responsibility placed upon them, and my affairs are in better shape than they ever were before."

Don't envy successful men—be one.

VALUE OF TRADE PAPER ADVERTISING.

In a recent address before the Pittsburgh Adverin a recent address before the ritusourga navertising Club, analyzing the advertising and sales promotion campaign, being carried on in behalf of Armstrong's Linoleum, H. W. Prentis, advertising manager of Armstrong Cork Company, Pittsburgh, Pennsylvania, emphasized the importance of trade paper advertising as the necessary fore-runner of successful campaigns for staple merchandise. Prior to the inauguration of the Armstrong consumer advertising in the national magazines in September, 1917, this company had been using trade paper space for five years, the number of media showing a steady increase.

In 1917, the trade advertisements printed aggre-

gated almost two million. Among the publications employed are the following: Dry Goods Economist, Dry Goods Reporter, The Drygoodsman, Twin City Commercial Bulletin, Merchants' and Manufacturers' Journal, Furniture Merchants' Trade Journal, Grand Rapids Furniture Record, Hardware Age, Hardware World, Pacific Furniture Trade, Carpet and Trade Review, and Carpet and Rug World.

The Armstrong Company is so thoroughly convinced of the value of properly directed trade paper advertising that, even since the advent of the national advertising, the campaign in the trade papers is being continued with unabated vigor. Furthermore, several professional journals have been added including: Architectural Forum, Architectural Record, and Good Furniture—the copy in the last paper being designed to reach interior decorators.

Here is a good policy and you'll find it pays: "Be as courteous to overalls as you are to silk stockings." You cannot always tell who is going to be the next customer of your store. Emerson struck the keynote when he said: "Life is not so short but there is time for courtesy." This means courtesy to everyone who enters your store, whether he wishes to buy or sell.

Personality is a good asset only when it is coupled with intelligent activity.



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OFFICIAL ORGAN OF THE WESTERN TRADE

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:: :: Associate Editor T. M. SHEARMAN R. L. SHEARMAN Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

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Boatmen's Bank Bldg. St. Louis.

Phelan Bldg. San Francisco. 507 Pioneer Bldg. Seattle. OFFICES Ellsworth Bldg. Chicago.

388 Taylor St Corner 10th Portland, Ore.

70 Fifth Ave. New York. I. N. Van Nuys Bldg. Los Angeles 204 Scott Bldg. Salt Lake.

220 Pacific Bldg. Vancouver, B. C., Canada.



1 1/4 \$1.65

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

MUNITION—	88 Colts Long	1.80 1.50	SHELLS, LOADED-
Blank Rim Fire- Black Smk	88 Colts Police Positive.		
22 Short\$.15 🛊 .	88 S. & W	1.20 1.5	BO U. M. C. Nitro Club-
	88 S. & W. Special		55 12 8 drs. x 1 oz., 24 grs. x 1
	38 Winchester	1.65 2.0	os., drop shot
88 S. & W	41 Colts Short DA		8 drs. x 1 1/2 ox., 24 grs. 1 1/2
88 Long Colt 1.20	· 41 Colts Long DA	1.60 1.	os., drop shot 1. 75 814 drs. x 114 os., 26 grs. x
44 W. C. F 1.50 .	. 44 Bull Dog		1% os., drop shot 1.
Shot Rim Fire-	44 S. & W. Amer		95 8 % drs. x 1 % oz., BB shot,
12 Long	44 S. & W. Rus		
10 T 1 10E	44 S. & W. Special		
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66 G & 177 Af			7/ 3
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	40 00168		drop shot
10 TT 0 TB 170	45 Colts Auto	2.	50 20 2 % drs. x % oz., 18 grs. x
44 W. C. F 1.50 1.			% os., drop shot 1
44 X. L 1.60 1.	o and Sporting-		Winchester Leader or Remington
14 Game Getter 1.50 1.	30 22 Savage	1.	
Rim Fire, Ball-	250-8000 Savage	1.5	10 01/ Jan 11/ 00
			114 or shilled shot 21
/B Caps	55 25-21 Stevens		85 85 drs. x 15 oz., 28 grs. x
	25-35 Winchester		1 % oz., chilled shot 1
	5 25-85 Short Range		20 16 2 % drs. x % oz., 22 grs. x
	10 25-86 Marlin	1.	% oz., chilled shot 1
2 Long H.P	25 Remington Rimless	1.	20 2 1/2 drs. x 1/2 os., chilled shot 1
	6 MM U. S. N		T 914 dwe w 74 oe shilled shet 1
22 Long Rifle H. P 45 .	7 MM Special Mauser		Trap Loads
	7.65 MM Bel Mauser	î.	og 12 8 drs. x 1 % os., 7 % Unitled. Si
	8 MM Mauser	1.	85 81 drs. x 11 os., 71 Chilled 1
32 Win. Auto	5 9 MM Mauser	2.0	05 Black Powder Loads-
22 Win. Auto, H. P	30 80-80 Winchester	1.	RE 12 8 % ars. x 1 % oz., arop snot 1
	80 Remington Rimless		R5 Caps and Primers—
	. 80 Government Rimless.		Of Percussion
	. 808 Savage	1.	Eg Musket Caps
B2 Long70 .	· 82 Remington Rimless	1.	og Primers, 100 in Dox55
	. 82-40 Winchester	1.05 1.	na Frimers, 250 in Dox50
88 Long 1.00 .	. 32-40 Winchester HV	1.	Empty Paper Buells—Black Fow
11 Short 1.05 .	. 32 Winchester Slf. Ldg		AR IA, 10, AU UM. PEP 1UU 1
Center Fire Pistol-	82 Winchester Special	1.	10 Ga. per 100
22 Win. SS 1.30 1.	50 88 Winchester	1.	Nitro Club—
15 Colts Auto 1.	35 85 Remington Rimless		55 12, 16, 20, 28 Ga. per
15-20 Single Shot 1.55 1.	75 85 Winchester	1.1	95 100
85-20 Win 1.85 1.			95 10 Ga. per 100 2
85-20 Win HV 1.	75 851 Winchester Sif. Ldg.		55 Leader or Arrow—
7.68 MM-Mauser 2.			55 12, 16, 20, 28 Ga 2
.65 MM-Mauser 2.	88-55 Winchester HV		65 10 Ga. per 100 2
9 MM-Luger 2.			90 Empty Brase Shalls-
2 Colts Auto 1.		1.85 .	Best Qual. 12, 16, 20,
2 Colts Short 1.00 1.			
2 Colts Long 1.15 1.			55 Ind Qual. 12, 16, 20,
2 Colts Police Positive. 1.15 1.	5 40.70 Winchester		65 28, box 25 2
2 S. A W 1.00 1.		1.40 1.	05 W 840-
32 S. & W. Long 1.15 1.			
2-20 Marlin 1.40 1.	401 Winchester Auto	1.	
32 Winchester 1.40 1.		3.1	
32-20 Win HV 1.			Black Edge, ¼ in., 125
35 S. & W. Auto 1.	55 45-70-405 Government	1.40 1.0	D1 1 D1 1/ 1 AFA
88 Colts Auto 2. 3. 88 Colts Short 1.25 1.			Black Edge, ¼ in., 250
	5 45-90 Winchester	1.50 1.0	65 in box

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4½ White, \$3.25 each; No. 281, 3½ Sierra, \$2.75 ea.; No. 281, 4 Sierra, \$2.75 ea.; No. 281, 4½ Sierra, \$2.75 ea.; No. 281, 4½ Sierra, \$2.75 each. Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5½ White, \$3.50 each; No. 233, 5½ Sierra, \$3.00 each; No. 233, 5½ Sierra, \$3.00 each; No. 44, 4½ White, \$3.85 each; No. 44, 4½ White, \$3.85 each; No. 44, 4½ White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 40.10, \$1.50 each; No. 2.50 each; No. 4.40 each; No. 5.50 each; No. 5.50 each; No. 4.40 each; No. 8.80 each; No. 5.50 each; No. 7.70 each; No. 7.70 each; No. 8.80 each; No. 8.80 each; No. 4.40 each; No. 8.80 each; No. 5.50 each; No. 4.40 each; No. 8.80 each; No. 5.50 each; No. 4.40 each; No. 8.80 each; No. 5.50 each; No. 4.40 each; No. 8.80 each; No. 5.50 each; No. 60 each; No. ANTIMONY-Slab, 45e lb. PRONS—Carpenters—California Leg. \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. APRONS-Carpenters-ASBESTOS-Mill Board, 85e lb.; Cut, 40c lb. Paper, 85e lb.; Cut, 40c lb. Wicking, ½-lb. balls, 80c each. Wicking, 1-lb. lots, \$1.50.

Coment, per sack

Size Each \$2.65 \$4.00 \$8.00 Greenlee Ship. 16 \$1.75 2.00 \$1.85 2.15 \$1.95 2.20 \$2.00 2.25 20 21 22 \$2.40 2.80 26 \$2.50 8.15 28 \$3.80 \$2.50 2.60 25 \$8.80 8.65 \$8.45 8.75 \$8.75 4.10 81 89 \$5.00 5.95 628 each 4.70 5.85 5.95 6.26

XES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678, \$1.65 each. Boy Soout, 655 8, \$1.85 each; 655, \$1.50 each; 50 8 (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3-4, \$3.25 each; (Continued on Page 168)



U. & G. ENAMELED WALE— Oval Foot Baths. 150	
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26 1.75 Aurora Dinner 10 30 20 75 114	1.00
28 2.50 mg Buckets. 11	1.15
1.90 Flaring Dippers. 50 1.00 118	1.25 1.40
161 1.10 875 1.90 01130 70 1.15 Square Jo	
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20		8 8 .80		0124 1.65	
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Pus Pans.	1000 70			8.35	
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\$\begin{array}{c c c c c c c c c c c c c c c c c c c	Pus Pans.		1 20	30 2.25	200 \$.85
So		40590	80	80 2.25	200 \$.85
Berlin Sauce Pans. 10	1\$.50	405	90	30	200\$.85 800 1.10
Barlin Sauce Pans 20	1\$.50 2	40590 406 1.00 . Water Pitchers.	80	30	200\$.85 800 1.10 Club Spittoons.
02	1\$.50 2\$.55 8	405	90	20 2.25 80 2.50 40 3.75 Straight Sauce Pots.	200\$.85 8001.10 Club Spittoons. 100\$1.25
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04 .75 1 .80 301 .85 022 1.00 12 .20 05 .85 3 1.05 801 .95 024 1.25 12 .20 06 .95 4 1.20 401 1.05 026 1.50 16 .20 08 1.15 6 2.00 501 1.15 028 2.00 16 .20 010 1.85 6 2.00 1000 .95 030 2.25 16 .20 012 1.65 100 \$1.55 1020 1.15 080 1.25 16 .25 18 .25 031 .95 200 1.75 1080 1.25 100 1.50 18 .25 \$1.55 1020 1.15 00 1.50 \$1.55 100 1.50 1.55 100 1.50 \$1.55 100 1.50 \$1.55 100 1.50 \$2.55	1\$.50 2	405	30	20	200\$.85 8001.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50
10	1\$.50 2	405	30	202.25 802.50 402.75 Straight Sauce Pots. 0143.50 01650	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons.
1.05	1	405	\$0 .80 80 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80	20	200\$.85 8001.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$1.5
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100	1	405	\$0 .80 80 .88 40 .95 50 .1.05 001 .60 011 .65 011/6 .70 101 .80 301 .85 801 .95	20	200
Oliversel Pitchers & Bowls. 1010 1.00 032 2.50	1	405	\$0 .80 80 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80 \$01 .95 801 .95	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 16 20
100	1	405	\$0 .80 80 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80 301 .85 801 .95 401 .1.05	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 16 20
1.50	1	40590 4061.00	20 .80 80 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 16 25
Dinner Plates	1	405	\$0	20	200
100 1.50 1	1	405	20 .80 80 .85 40 .95 50 .1.05 0011 .60 011 .65 01½ .70 101 .80 301 .85 301 .95 401 .1.05 501 .1.15 1000 .95 1010 .1.00	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 15 25 15 25 15 25 16 25 17 25 18 25
1.15	1	405	\$0	30 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 028 . 2.50 80 . 1.25 100 . 1.50	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85
081 1.40 21 .85 2010 1.10 801 1.40 3	1	405	20	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.55
101	1	405	20	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . 3.50 01665 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 020 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers.
O121 1.85 Pie Plates. 200 1.85 1201 2.00 Handy Strainers. 1400 \$.15 Comb. Dbl Sauce Pans. \$1.50 28 .20 2030 1.85 2001 3.00 .30 .31 .35 2040 1.45 2001 3.00 .30	1	405	\$0	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 023 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 082 . 2.50 80 . 1.25 100 . 1.75 160 . 2.25 200 . 3.75	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 9 1.85 9 1.50 Tea Steepers. 2 \$50
Comb. Dbl Sauce Pans. \$1.50 1	1	405	20	20	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 15 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$50 8
Comb. Dol Sauce Pans. 1	1	405	\$0	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 016 . 65 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 020 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 801 . 1.40 1001 . 1.75	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 15 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$50 8
Pans. 1 \$1.50 11 \$1.50 12 \$30 \$30 11 \$1.75 11 \$1.75 21 \$35 22 \$35 230 \$35 242 0 \$35 25 \$706 \$1.25 26 \$1.25 2707 \$1.50 2708 \$1.25 2708 \$1.25 2709 \$1.	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.55 Handy Strainers.
1	1	405	20	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 9 1.85 9 1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15
Comb. Triple Sauce Pans.	1	405	20	20 2.25 80 2.50 40 2.75 Straight Sauce Pots. 014	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 140 \$.15 Gravy Strainers.
Comb. Triple Sauce Pans. 39 .25 620 .85 707 1.50 20	1	405	20 .80 80 .85 40 .95 50 1.05 001 .60 011 .65 01½ .70 201 .85 801 .95 401 1.05 501 1.15 1000 .95 1010 1.00 1020 1.15 1080 1.25 1040 1.40 2010 1.05 2000 1.00 2010 1.25 2000 1.20 2020 1.20 2080 1.85 2050 1.65	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014 . \$.50 016 . \$.50 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 3.50 2001 . 3.50 Covered Stove Pots.	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 140 \$.15 Gravy Strainers. 2 \$85
Pans. 40	1	405	\$0	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 5 1.85 9 1.50 Tea Steepers. 2 \$55 Handy Strainers. 2 \$15 Gravy Strainers. 3 \$55 Jelly Strainers.
10	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014 . \$.50 016 . \$.50 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.50 032 . 2.50 030 . 2.25 032 . 2.50 030 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1301 . 1.40 1001 . 1.75 1201 . 2.00 1301 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50 000 . 3.50	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 5 1.85 9 1.50 Tea Steepers. 2 \$55 Handy Strainers. 2 \$15 Gravy Strainers. 3 \$55 Jelly Strainers.
101	1	405	20	30 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . 3.50 01665 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 082 . 2.50 080 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2007 . 1.55 707 . 1.50	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 2 \$.55 Handy Strainers. 2 \$.85 Jelly Strainers. 20 \$.80
Sauce Pans. 47\$.25 1220	1	405	20	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 028 . 2.00 80 . 1.25 100 . 1.50 120 . 1.75 120 . 1.75 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots. 706 . \$1.25 707 . 1.50 708 . 2.00	200 \$.85 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 15 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$85 Jelly Strainers. 2 \$85 Jelly Strainers. 2 \$80 Cake Turners.
162 \$.55 4825 4501.15 70912.75 192.00 16860 4980 6501.5 Soup Stock Pats. Male Urisals16470 5080 8501.85 21294.50 2 \$1.85	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 140 \$.15 Gravy Strainers. 2 \$.85 Jelly Strainers. 20 \$.80 Cake Turners. 18 \$.15
163	1	405	\$0	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.35 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 030 . 1.75 160 . 1.50 120 . 1.75 160 . 2.25 030 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1501 . 2.50 2001 . 3.50	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 25 Steamers. 7 \$1.15 9 1.85 9 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 2 \$.55 Handy Strainers. 2 \$.85 Jelly Strainers. 20 \$.80 Cake Turners. 18 \$15
164	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 140 \$.15 Gravy Strainers. 2 \$.85 Jelly Strainers. 20 \$.80 Cake Turners. 18 \$.15 14 20 Female Urinals.
100 1 100 100 100 100 100 100 100 100 1	1	405	20	20 . 2.25 80 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 080 . 2.25 082 . 2.50 120 . 1.75 160 . 2.25 200 . 3.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots. 706 . \$1.25 707 . 1.50 708 . 2.20 709 . 2.50 709 . 2.50 7061 . 1.50 7071 . 1.75 7081 . 2.35 7091 . 2.35	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.85 9 1.50 Tea Steepers. 2 \$.50 Handy Strainers. 140 \$.15 Gravy Strainers. 140 \$.15 Gravy Strainers. 2 \$.85 Jelly Strainers. 20 \$.85 Jelly Strainers. 20 \$.85 Jelly Strainers. 20 \$.85 Female Urinals. 1 \$20 Female Urinals.
	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014 . \$.50 016 . \$.50 018	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 9 1.85 9 1.85 9 1.85 9 1.85 Gravy Strainers. 2 \$.55 Handy Strainers. 2 \$.85 Jelly Strainers. 20 \$.85 Cake Turaers. 18 \$.15 14 20 Female Urinals. 1 \$2.00 Male Urinals.
	1	405	20	30 . 2.25 30 . 2.50 40 . 3.75 Straight Sauce Pots. 014 . \$.50 016 . \$.50 018	200 \$.85 200 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 20 14 20 16 20 18 25 Steamers. 7 \$1.15 9 1.85 9 1.85 9 1.85 9 1.85 Gravy Strainers. 2 \$.55 Handy Strainers. 2 \$.85 Jelly Strainers. 20 \$.85 Cake Turaers. 18 \$.15 14 20 Female Urinals. 1 \$2.00 Male Urinals.

(Continued from Page 161)
Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3-4, \$4.30 each; Blue Wing, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, 4-5, \$2.75 each; Pacemaker, 3-4, 4-4, \$2.75 each; Quaker City, 3-4, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3-5, \$2.50 each; Freighters, 3-7, \$2.50 each; Old Forge, \$85c lb.: Magnolia, 40c lb. No. 4, 25c

BABBITT—Frictionless, 85c lb.; Magnolia, 40c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, 90c lb.; Excelsior, 80c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARS—Crow. Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 80, 15c lb.; Digging No. 580, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 8657—% x 18, 50c each; Goose Neck No. 8659—% x 24, 75c each; Goose Neck No. 3662—% x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-5, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$2.85 each; No. 1662, \$2.15 each. Rver Beedy same price as Columbia.

IBBS—Compression—

Plain 1112—½-inch Rough, \$1.00 each; %-inch, \$1.25 each; %-inch, \$1.65 each; 1-inch, \$8.00 each.

112—½-inch Finished, \$1.10 each; %-inch, \$1.40 each; %-inch, \$1.75 each: 1-inch, \$8.25 each.

0112—½-inch Nickel-plated, \$1.25 each; %-inch, \$1.50 each; %-inch, \$2.00 each; 1-inch, \$3.50 each.

Hose 1113—½-inch Rough, \$1.10 each; %-inch, \$1.40 each; %-inch, \$1.75 each; 1-inch, \$3.00 each; 1½-inch, \$6.00 each; 1½-inch, \$8.00 each.

113—½-inch Finished, \$1.25 each; %-inch, \$1.50 each; %-inch, \$2.00 each; 1-inch, \$3.50 each.

0113—½-inch Nickel-plated, \$1.50 each; %-inch, \$1.65 each; %-inch, \$2.25 each.

BITS-Auger								
Size 16ths.		4-8	9-10	10-13	18-14	14-16	18	20
81—List. Dos 81—Sell.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
Each	.45	.40	.45	.50	.75	.90	1.10	1.90
Dos 100—Sell.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
Each	.45	.40	.45	.50	.75	.90	1.10	1.90
Dos 101—Bell		5.00	6.00	7.00	8.25	•••	•••	•••
Each		.40	.45	.50	.75			• • •

MAIAIII DEILLING	PARCES CONTINUES	1		
Size 16ths. 8 4-6 7 8 9 10 11-12 18-14	BOLTS-			
85—List. Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.00	Common Carriage-	8-16 & 1/4-in. 5 Doz. 100 Do:		
85—Sell.	1-11/4		5 1.40 .80 1	
Each80 .25 .80 .85 .40 .45 .50 .60	2		5 1.52 .80 2	.06 .55 8.72
Size 16ths15-16 17-18 20 22 34 85—List.	2 1/2		0 1.64 .85 2 0 1.76 .35 2	
Dos 9.00 10.50 12.00 18.50 15.00	81/2	.25 1.40 .8	0 1.88 .40 2	.54 .65 4.85
35—Sell. Each	4		0 2.00 .40 2 5 2.12 .45 2	.70 .70 4 .67 3.86 .75 5.00
Size 16ths. 4-6 7 8 9 10 11 12 18	5		5 2.24 .45 8	
47—List.	5 1/4	.80 1.80 .4	0 2.86 .50 8	.18 .85 5.62
Doz 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50 47—Sell.	6 6¾		0 2.48 .50 8 5 2.80 .55 8	.84 .85 5.94 .72 .90 6.26
Each45 .65 .75 .90 .95 1.00 1.10 1.15	7	.85 2.40 .4	5 8.11 .60 4	
Size 16ths 14 15 16	71/2		0 8.24 .65 4	
47—List. Dos	8 81/ ₄			. 54 1.05 7.20 . 72 1.10 7.37
47Sell.	9	5	5 8.65 .75 4	.90 1.15 7.54
Each 1.20 1.80 1.40 Size 16ths. 5-8 9 10 11 12 18 14 15	9 1/2			.08 1.20 8.02 .27 1.25 8.50
58—List.	20	0	0.52 .00 0	1.25 6.50
Dos11.25 12.50 13.75 15.60 16.25 17.50 19.00 20.50	BOLTS-	-44 37-4		
58—Sell	Machine Square He		2 / 1-	7101-
Solid Center, in Sets-111 %, \$1.60 set; 15, \$8.55 set; 26,	¼-in. Doz. 100	5-16-in. Doz. 100	%-in. Doz. 100	7-16-in. Dos. 100
\$5.40 set; 85, \$7.90 set; 85 C, \$5.00 set.	1-11/4 25 1.70	.80 2.00	.85 2.40	.40 2.86
Irwin, in Sets—58, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. Russell Jennings, in Sets—4520½, \$4.90 set; 4582½,		⅓-in.	% -in.	%-in.
4582 ½ C, \$8.25 set; 4720 ½, \$5.10 set.	1/4 -in.	.60 8.68 5-16-in.	.80 5.80 %-in.	1.20 7.85 7-16-in.
BELLS-Kentucky Cow-No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 8, 55c each; No. 4, 45c each; No. 5,	225 1.78	.80 2.12	.85 2.56	.45 8.06
No. 2, 75c each; No. 8, 55c each; No. 4, 45c each; No. 5, 85c each; No. 6, 80c each; No. 7, 25c each.		⅓-in.	%-in.	%-in.
BELLS-2 1/2-inch, Nonpareil, 60c each; 8-inch, Nonpareil, 70c	¼ -in.	.65 8.78 5-16-in.	.85 5.69 %·in.	1.80 8.42 7-16-in.
each.	21/2 80 1.86	.85 2.24	.40 2.72	.50 8.27
BEVELS—Sliding T—No. 18: 6-in., 75e 8-in., 90e; 10-in., \$1.00. No. 25: 6-in. 50e; 8-in., 55e; 10-in., 60e; 12-in.,	= /3 · · · · · · · · · · · · · · · · · ·	⅓-in	%-in.	% -in.
\$1.00. No. 25: 6-in 50e; 8-in., 55e; 10-in., 60e; 12-in., 65e; 14-in., 75e.	¼ -in.	.70 4.10 5-16-in.	.90 5.89	1.40 8.99
BLOCKS-Wood Tackle.	3	.85 2.86	.40 2.88	7-16-in. .55 8.47
Com. Com. Com. Pat. Pat. Pat. Sngl. Dbl. Triple Sngl. Dbl. Trpl.	3	⅓-in.	% -in.	% -in.
Sngl. Dbl. Triple Sngl. Dbl. Trpl. 8-inch 8.80 \$1.45 \$1.90 \$1.20 \$2.20 \$8.30	1/ 1-	.70 4.47	.95 6.08	
4-inch95 1.75 2.85 1.80 2.50 8.00	¼-in. 3½80 2.02	5-16-in. .40 2.48	%-in. .45 8.04	7-16-in. .55 8.67
5-inch 1.00 1.90 2.50 1.40 2.80 8.85 6-inch 1.20 2.20 8.20 1.65 8.15 4.85	372 30 2.02	%-in.	%-in.	%in.
7-inch 1.45 2.65 8.85 1.65 8.66 5.50	1/ 1-	.75 4,78	1.05 6.66	1.55 10.10
8-inch 1.80 8.10 4.65 2.50 4.50 6.60 10-inch 3.00 4.90 6.85 3.85 6.60 9.35	¼·in.	5-16-in.	%-in.	7-16-in.
12-inch 4.85 8.25 11.70 5.80 10.00 14.50	430 2.10	.40 2.60	.45 8.20 %-in.	.60 8.88 %in.
		₩ •1D.		
BLOCKS—Steel Tackle		34-in. .80 5.00	1.10 7.24	1.60 10.66
Size Single Double	¼in.	.80 5.00 5-16-in.	1.10 7.24 %-in.	1.60 10.66 7-16-in.
Size Single Double 3-inch \$.90 \$.1.50 4-inch 1.00 1.85	¼-in. 4½35 2.20	.80 5.00 5-16-in. .45 2.75	1.10 7.24 %-in. .50 3.40	1.60 10.66 7-16-in. .65 4.08
Size Single Double 3-inch \$.90 \$.1.50 4-inch 1.00 1.85	41/235 2.20	.80 5.00 5-16-in.	1.10 7.24 %-in. .50 3.40 %-in. 1.15 7.62	1.60 10.66 7-16-in.
Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 6-inch 1.85 3.25 8-inch 3.25 3.25	4 1/2 35 2.20	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in.	1.10 7.24 %-in. .50 3.40 %-in. 1.15 7.62 %-in.	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in.
Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 3.00 5.00	41/235 2.20	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .45 2.90	1.10 7.24 %-in. .50 3.40 %-in. 1.15 7.62 %-in. .50 8.59	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in. .70 .428
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS Wood Snatch \$8.00	4½35 2.20 ¼-in. 535 2.30	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in.	1.10 7.24 %-in. .50 3.40 %-in. 1.15 7.62 %-in. .50 8.59 %-in. 1.20 8.01	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in.
Size Single Double 3-inch \$ 90 \$ 1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch \$ 3.00 6-inch \$ 3.00 8-inch 4.85	4½35 2.20 ¼-in. 535 2.30 ¼-in.	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .45 2.90 ½-in. .85 5.53 5-16-in.	1.10 7.24 %-in. .50 3.40 %-in. 1.15 7.62 %-in. .50 8.59 %-in. 1.20 8.01 %-in.	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in. .70 428 %-in. 1.80 11.78 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 6-inch \$3.00 8-inch 4.85 10-inch 6.85 12-inch 7.50	4½35 2.20 ¼-in. 535 2.30	.80 5.00 5-16·in. .45 2.75 ½-in. .85 5.26 5-16·in. .45 2.90 ½-in. .85 5.53 5-16·in. .50 8.02	1.10 7.24 %-in. .50 8.40 %-in. 1.15 7.62 %-in. .50 8.59 %-in. 1.20 8.01 %-in. .55 8.75	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in. .70 .428 %-in. 1.80 11.78 7-16-in. .70 4.49
Size Single Jouble 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.15 2.05 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 6-inch 485 10-inch 4.85 10-inch 6.85 12-inch 7.50 BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster,	4½35 2.20 ¼-in. 535 2.80 ¼-in. 5½40 2.89	.80 5.00 5-16·in. .45 2.75 ½-in. .85 5.26 5-16·in. .45 2.90 ½-in. .85 5.58 5-16·in. .50 8.02 ½-in. .90 5.80	1.10 7.24 %-in. 50 8.40 %-in. 1.15 7.62 %-in. 50 8.59 %-in. 1.20 8.01 %-in. .55 8.75 1.25 8.40	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in. .70 4.28 %-in. 1.80 11.78 7-16-in. .70 4.49 %-in. 1.90 12.84
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$8.00 \$0.00 6-inch 4.85 10-inch 10-inch 6.85 12-inch 7.50 BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. \$30.00 \$30.00	4½	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .45 2.90 ½-in. .85 5.53 5-16-in. .50 8.02 ½-in. .50 8.02 5-16-in.	1.10 7.24 3.50 3.40 5.11. 7.62 3.12. 50 8.59 5.11. 1.20 8.01 3.55 8.75 5.11. 1.25 8.40 3.11. 1.25 8.40	1.60 10.66 7-16-in. .55 4.08 %-in. 1.70 11.22 7-16-in. .70 428 %-in. 1.80 11.78 7-16-in. .70 4.49 %-in. 1.90 12.84 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch \$3.00 \$3.00 6-inch 4.85 10-inch 4.85 10-inch 6.85 12-inch 7.50 BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast,	4½35 2.20 ¼-in. 535 2.80 ¼-in. 5½40 2.89	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .45 2.90 ½-in. .50 3.02 ½-in. .90 5.80 5-16-in. .50 8.14	1.10 7.24 %-in. 50 3.40 %-in. 1.15 7.62 %-in. 50 8.59 1.20 8.01 %-in. .55 8.75 %-in. 1.25 8.40 %-in. .60 8.91	1.60 10.66 7-16-in. .65 4.08 %-in. 1.70 11.22 7-16-in. .70 428 %-in. 1.80 11.78 7-16-in. .70 4.49 %-in. 1.90 12.84 7-16-in. .75 4.70
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch \$8.00 \$8.00 6-inch 4.85 4.85 10-inch 6.85 12-inch BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$80.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 15, Holdfast, \$2.00 each; No. 15	4½35 2.20 ¼in. 535 2.30 ¼in. 5½40 2.39 ¼in. 640 2.47	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .45 2.90 ½-in. .85 5.53 5-16-in. .50 8.02 ½-in. .50 8.02 5-16-in.	1.10 7.24 %-in50 8.40 %-in50 8.59 %-in50 8.59 %-in50 8.75 1.20 8.01 %-in55 8.75 1.25 8.40 %-in60 8.91 1.80 8.79	1.60 10.66 7-16-in. .55 4.08 %-in. 1.70 11.22 7-16-in. .70 428 %-in. 1.80 11.78 7-16-in. .70 4.49 %-in. 1.90 12.84 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch \$8.00 \$8.00 6-inch 4.85 4.85 10-inch 6.85 12-inch BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$80.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 15, Holdfast, \$2.00 each; No. 15	4½	.80 5.00 5-16-in45 2.75 ½-in85 5-26 5-16-in45 2.90 ½-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in.	1.10 7.24 %-in. 50 3.40 %-in. 50 8.59 1.20 8.01 %-in. 55 8.75 1.25 8.75 1.26 8.75 1.26 8.75 1.27 8.75 1.28 8.75 8.75 8.75 8.75 8.75 8.75 8.75 8.75	1.60 10.66 7-16-in65 4.08 4-in. 1.70 11.22 7-16-in70 .428 54-in. 1.80 11.78 7-16-in70 4.49 4-in. 1.90 12.84 7-16-in75 4.70 4in. 1.95 12.90 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.85 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 \$3.00 6-inch \$3.00 \$3.00 8-inch 4.85 10-inch 6.85 12-inch 7.50 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. 80 Constant No. 14, Holdfast, \$20.00; Royal, \$30.00. 80 Constant No. 14, Holdfast, \$20.00; Royal, \$30.00. 80 Constant No. 10, Springer, 54x13 in, sleeve board, \$2.25 sach; No.	4½35 2.20 ¼in. 535 2.30 ¼in. 5½40 2.39 ¼in. 640 2.47	.80 5.00 5-16-in. .45 2.75 ½-in. .85 5.26 5-16-in. .85 5.53 5-16-in. .50 8.02 ½-in. .90 5.80 5-16-in. .50 8.14 ½-in. .95 6.06 5-16-in. .55 8.27	1.10 7.24 %-in. 50 3.40 %-in. 50 8.59 1.20 8.01 %-in. 55 8.75 1.25 8.75 1.26 8.75 1.26 8.75 1.27 8.75 1.28 8.75 8.75 8.75 8.75 8.75 8.75 8.75 8.75	1.60 10.66 7-16-in65 4.08 4-in. 1.70 11.22 7-16-in70 .428 54-in. 1.80 11.78 7-16-in70 4.49 4-in. 1.90 12.84 7-16-in75 4.70 4in. 1.95 12.90 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 5.00 6-inch 4.85 10-inch 6.85 12-inch 7.50 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$2.00; Royal, \$30.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 54x18 in, sleeve board, \$2.75 each; No. 80, Springer, 54x18 in, no sleeve board, \$2.25 each; No. 40, Springer, 54x18 in, no sleeve board, \$2.26 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.20 each	4½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in100 6.88	1.10 7.24 %-in. 50 3.40 %-in. 50 8.59 1.20 8.01 %-in. 55 8.75 1.25 8.75 1.26 8.75 1.26 8.75 1.27 8.75 1.28 8.75 8.75 8.75 8.75 8.75 8.75 8.75 8.75	1.60 10.66 7-16-in65 4.08 4-in. 1.70 11.22 7-16-in70 .428 54-in. 1.80 11.78 7-16-in70 4.49 4-in. 1.90 12.84 7-16-in75 4.70 4in. 1.95 12.90 7-16-in.
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.125 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 5.00 BLOCKS—Wood Snatch \$3.00 5.00 BLOCKS—Wood Snatch \$3.00 5.00 BLOCKS—Wood Snatch \$3.00 8-inch \$3.00 \$6.50 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal. \$30.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 20, Springer, 60x15 in. sleeve board, \$2.75 each; No. 30, Springer, 54x13 in. sleeve board, \$2.25 each; No. 30, Springer, 54x13 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.20 each. Without Table (Skirt Boards)—4 foot, 75c each; 5 foot, \$1.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each.	4 1/2	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 3.02 ½-in90 5-80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in.	1.10 7.24 3.50 3.40 1.15 7.62 3.50 8.59 1.20 8.01 3.55 8.75 1.25 8.40 3.51 1.80 8.91 1.80 8.79 3.51 1.80 8.79 3.51 1.80 8.79 3.51 1.80 9.79 3.51 1.80 9.79 3.51 1.80 9.79 3.51 1.80 9.79 3.51 1.80 9.79	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.88 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in. 80 4.90 %-in. 2.10 18.46 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 \$3.00 8-inch 4.85 4.85 10-inch 6.8 12-inch 520.00; Royal, \$30.00 80ARDB, IRONING— 7.50 BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00 80ARDB, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in, sleeve board, \$2.00 each; No. 20, Springer, 54x18 in, sleeve board, \$2.00 each; No. 30, Springer, 54x18 in, no sleeve board, \$2.05 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Springer, 50x12 in, sleeve board, \$2.00 each; Springe	4½	.80 5.00 5-16-in45 2.75 ½-in85 5-26-in45 2.90 ½-in85 5-16-in50 3.02 ½-in50 3.14 ½-in50 3.14 ½-in55 5.16-in55 3.27 ½-in50 6.88 5-16-in55 3.27	1.10 7.24 %-in. 50 8.40 %-in. 50 8.59 %-in. 1.20 8.01 %-in55 8.75 %-in. 1.25 8.40 %-in60 8.91 1.80 8.79 %-in. 1.80 8.79 %-in. 1.80 9.17 %-in. 1.40 9.17 %-in65 4.24	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in80 4.90 %-in. 2.10 13.46 7-16-in85 5.10
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 \$3.00 8-inch 4.85 4.85 10-inch 6.8 12-inch 520.00; Royal, \$30.00 80ARDB, IRONING— 7.50 BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00 80ARDB, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in, sleeve board, \$2.00 each; No. 20, Springer, 54x18 in, sleeve board, \$2.00 each; No. 30, Springer, 54x18 in, no sleeve board, \$2.05 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Springer, 50x12 in, sleeve board, \$2.00 each; Springe	4 1/2	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 3.02 ½-in90 5-80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in.	1.10 7.24 3.50 3.40 5.1n. 1.15 7.62 3.50 8.59 5.1n. 1.20 8.01 3.5 8.75 5.1n. 1.25 8.40 3.1n60 8.91 1.80 8.79 3.1n65 4.07 1.40 9.17 3.1n65 4.24 1.45 9.56	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.88 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in. 80 4.90 %-in. 2.10 18.46 7-16-in.
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$3.00 8-inch 4.85 10-inch \$3.00 8-inch 4.85 10-inch 5.50 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00. BOARDB, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 54x13 in, sleeve board, \$2.05 each; No. 30, Springer, 54x13 in, sleeve board, \$2.25 each; No. 30, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 45-18x18, Soc each; 24x24, 90c each; \$1.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each. BOARDS, STOVE— Paper Lined—No. 45—18x18, Soc each; 24x24, 90c each; 26x26, \$1.00 each; 28x28, \$1.15 each; 30x80, \$1.35 each; 23x28, \$1.35 each; \$0.00 each; No. 125—24x86, \$1.25 each; \$0.00 e	4 ½35 2.20 ¼ ·in. 535 2.30 ¼ ·in. 5 ½40 2.39 ¼ ·in. 640 2.47 ¼ ·in. 6 ½ ¼ ·in.	.80 5.00 5-16-in45 2.75 ½-in85 5-26-in45 2.90 ½-in50 3.02 ½-in50 3.14 ½-in50 3.14 ½-in55 3.27 ½-in50 6.88 5-16-in55 3.27 ½-in50 6.88 5-16-in55 8.89 ½-in50 6.59 5-16-in.	1.10 7.24 %-in. 50 3.40 %-in. 50 3.59 %-in. 1.20 8.01 %-in. 55 8.75 1.25 8.40 %-in. 60 3.91 1.80 8.79 %-in. 1.80 8.79 %-in. 1.65 4.07 1.40 9.17 %-in. 65 4.24 %-in. 1.45 9.56	1.60 10.66 7-16-in65 4.08 %-in. 1.70 11.22 7-16-in70 428 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in80 4.90 %-in. 1.0 18.46 7-16-in85 5.10 %-in.
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.125 2.25 8-inch 1.85 3.25 10-inch 1.85 3.25 10-inch 5.00 BLOCKS—Wood Snatch 5.00 BLOCKS—Wood Snatch 4.85 10-inch 5.00 8-inch 5.00 BLOWERS—No. 400 Champion, \$75.00; No. 40 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 20, Springer, 50x15 in, sleeve board, \$2.75 each; No. 30, Springer, 54x13 in, sleeve board, \$2.25 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x13 in, sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, sleeve board, \$2.25 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Sprin	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in1.00 6.88 5-16-in55 3.89 ½-in1.00 6.59 5-16-in50 8.68	1.10 7.24 %-in. 50 3.40 %-in. 50 8.59 1.20 8.01 %-in. 55 8.75 1.25 8.40 %-in. 60 8.91 %-in. 1.80 8.79 %-in. 1.80 8.79 %-in. 1.40 9.17 %-in. 65 4.07 1.40 9.17 65 4.24 %-in. 1.45 9.56 %-in. 70 4.59	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 .4.8 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in80 4.90 %-in. 2.10 18.46 7-16-in85 5.10 %-in. 2.20 14.08 7-16-in90 5.51
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.125 2.25 8-inch 1.85 3.25 10-inch 1.85 3.25 10-inch 5.00 BLOCKS—Wood Snatch 5.00 BLOCKS—Wood Snatch 4.85 10-inch 5.00 8-inch 5.00 BLOWERS—No. 400 Champion, \$75.00; No. 40 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 20, Springer, 50x15 in, sleeve board, \$2.75 each; No. 30, Springer, 54x13 in, sleeve board, \$2.25 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Sho. 40, Springer, 50x13 in, sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, sleeve board, \$2.25 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x13 in, no sleeve board, \$2.00 each; No. 40, Sprin	4 ½35 2.20 ¼ ·in. 535 2.30 ¼ ·in. 5 ½40 2.39 ¼ ·in. 640 2.47 ¼ ·in. 6 ½ ¼ ·in.	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.16-in50 3.02 ½-in95 6.06 5-16-in55 3.27 ½-in100 6.88 5-16-in55 3.89 ½-in50 6.86 5-16-in55 3.89 ½-in56 3.89 ½-in56 3.89	1.10 7.24 3.50 3.40 5.1n. 1.15 7.62 3.50 8.59 5.1n. 1.20 8.01 3.5 8.75 5.1n. 1.25 8.75 5.1n. 1.25 8.40 3.1n60 8.91 1.80 8.79 3.1n65 4.07 1.40 9.17 3.1n65 4.24 1.45 9.56 3.1n70 4.59 3.1n.	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.125 2.25 8-inch 1.85 3.25 10-inch 1.85 3.25 12-inch 1.85 3.	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in1.00 6.88 5-16-in55 3.89 ½-in1.00 6.59 5-16-in50 8.68	1.10 7.24 .50 3.40 1.15 7.62 %-in. .50 8.59 1.20 8.01 .55 8.75 1.25 8.40 %-in. .60 8.91 1.80 8.79 %-in. .65 4.07 %-in. .65 4.07 %-in. .65 4.24 1.45 9.56 %-in. .70 4.59 1.034	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 .4.8 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in80 4.90 %-in. 2.10 18.46 7-16-in85 5.10 %-in. 2.20 14.08 7-16-in90 5.51
Size Single Double 3-inch \$ 9.0 \$1.50 4-inch \$ 1.00 \$1.85 5-inch \$ 1.00 \$1.85 5-inch \$ 1.10 \$2.00 6-inch \$ 1.25 \$2.25 8-inch \$ 1.25 \$2.25 8-inch \$ 1.85 \$3.25 10-inch \$ 1.85 \$3.25 10-inch \$ 3.00 \$5.00 BLOCKS—Wood Snatch \$ 3.00 \$5.00 BLOCKS—Wood Snatch \$ 3.00 \$5.00 BLOCKS—Wood Snatch \$ 4.85 10-inch \$ 4.85 10-inch \$ 4.85 112-inch \$ 7.50 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 20, Springer, 60x15 in. sleeve board, \$2.00 each; No. 20, Springer, 54x18 in. sleeve board, \$2.75 each; No. 80, Springer, 54x18 in. no sleeve board, \$2.75 each; No. 80, Springer, 54x18 in. no sleeve board, \$2.25 each; No. 40, Springer, 54x18 in. no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 30, Springer, 54x18 in. no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 45—18x18, Soc each; 25x26, \$1.00 each; 25x26, \$1.55 each; 30x80, \$1.50 each; 25x26, \$1.55 each; 30x80, \$1.50 each; 25x26, \$1.25 each; 30x80, \$1.50 each; 25x26, \$1.25 each; 30x80, \$1.50 each; 25x26, \$1.75 each; 30x80, \$1.50 each; 25x2	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5-26-in45 2.90 ½-in85 5-16-in50 3.02 ½-in95 5.80 5-16-in55 3.27 1.00 6.38 5-16-in55 3.27 1.00 6.38 1.10 6.59 5-16-in50 3.63 1.10 7.12 5-16-in.	1.10 7.24 3.50 3.40 5.1n. 1.15 7.62 3.50 8.59 5.1n. 1.20 8.01 3.5 8.75 5.1n. 1.25 8.40 3.1n60 8.91 1.80 8.79 3.1n65 4.07 1.40 9.17 .65 4.24 1.5 9.56 3.1n70 4.59 1.60 10.34 3.1n75 4.90	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.30 15.15 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.00 2.00 6-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$ 8.00 5.00 BLOCKS—Wood Snatch \$ 8.00 5.00 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in, sleeve board, \$2.75 each; No. 30, Springer, 54x13 in, sleeve board, \$2.75 each; No. 40, Springer, 54x13 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; Springer, \$3.00 each; \$5.00	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5-26 5-16-in45 2.90 ½-in50 5.85 5-16-in50 3.14 ½-in50 3.14 ½-in55 3.27 ½-in50 6.88 5-16-in55 3.27 ½-in50 6.88 5-16-in55 3.89 ½-in60 3.68 1.10 7.12 5-16-in.	1.10 7.24 3.50 3.40 5.10 3.40 5.10 3.50 3.50 3.59 5.1.20 8.01 3.5 8.75 5.1.20 8.40 3.10 3.5 8.40 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.6 8.79 3.10 3.7 8.10 3.7	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 .428 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in80 4.90 %-in. 2.10 18.46 7-16-in85 5.10 %-in90 5.51 %-in90 5.51 %-in90 5.51 %-in.
Size Single Double 3-inch \$9.0 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.125 2.25 8-inch 1.185 3.25 10-inch 1.85 3.25 10-inch 1.85 3.25 10-inch 2.00 5.00 BLOCKS—Wood Snatch 5.00 8-inch 4.85 10-inch 5.00 8-inch 5.00 8-inch 5.00 8-inch 5.00 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal. \$38.00. BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal. \$38.00. BOARDB, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$2.75 each; No. 30, Springer, 54x13 in. sleeve board, \$2.25 each; No. 40, Springer, 54x13 in., no sleeve board, \$2.25 each; No. 40, Springer, 54x13 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each; 54x10 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each; 54x10 each; 26x26, \$1.00 each; 28x28, \$1.15 each; 30x80, \$1.85 each; 28x22, \$1.75 each; 28x28, \$1.15 each; 30x80, \$1.85 each; 28x28, \$1.25 each; 2	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5-26 5-16-in45 2.90 ½-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in50 6.88 5-16-in55 3.89 ½-in60 3.63 1.10 7.12 5-16-in ½-in.	1.10 7.24 3.50 3.40 5.1n. 1.15 7.62 3.50 8.59 5.1n. 1.20 8.01 3.5 8.75 5.1n. 1.25 8.40 3.1n60 8.91 1.80 8.79 3.1n65 4.07 1.40 9.17 3.5 4.00 1.45 9.56 3.1n70 4.59 1.60 10.84 3.1n75 4.90 1.75 11.12 3.1n.	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.30 15.15 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.00 2.00 6-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$ 8.00 5.00 BLOCKS—Wood Snatch \$ 8.00 5.00 BLOWERS—Wood Snatch \$ 8.00 8-inch \$ 8.00 8-in	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in55 3.89 ½-in. 1.00 6.59 5-16-in10 7.12 5-16-in10 7.12 5-16-in10 7.12 5-16-in10 7.12 5-16-in10 7.12	1.10 7.24 %-in. 50 8.59 1.20 8.01 %-in55 8.75 1.25 8.01 %-in55 8.75 1.25 8.40 %-in60 8.91 1.80 8.79 %-in65 4.07 1.40 9.17 %-in65 4.24 %-in70 4.59 1.60 10.84 %-in75 4.90 1.75 11.12 %-in80 5.22	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 .428 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in80 4.90 %-in. 2.10 18.46 7-16-in85 5.10 %-in90 5.51 %-in90 5.51 %-in90 5.51 %-in90 5.51 %-in90 5.51
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$8.00 5.00 BLOCKS—Wood Snatch \$8.00 5.00 BLOCKS—Wood Snatch \$8.00 8-inch \$8.00 8-inc	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in50 3.02 ½-in50 3.14 ½-in50 3.14 ½-in55 3.27 1.00 6.38 5-16-in55 3.27 1.00 6.38 5-16-in55 3.38 5-16-in55 3.38 1.10 7.12 5-16-in60 3.63 1.10 7.12 5-16-in1.15 7.65 5-16-in1.20 8.18	1.10 7.24 %-in. 50 3.40 %-in. 50 3.59 1.20 8.01 %-in. 55 8.75 1.25 8.40 %-in. 60 3.91 1.80 8.79 %-in. 1.80 8.79 %-in. 65 4.07 1.40 9.17 %-in. 1.45 9.56 %-in. 1.45 9.56 %-in. 1.55 4.24 %-in. 1.55 11.38	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 1.91 18.46 7-16-in85 5.10 2.20 14.03 7-16-in90 5.51 7-16-in90 5.51 7-16-in90 5.51 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch \$ 90 \$1.50 5-inch \$ 90 \$1.50 5-inch \$ 1.00 \$1.85 5-inch \$ 1.00 \$1.85 5-inch \$ 1.25 \$2.25 8-inch \$ 1.25 \$2.25 8-inch \$ 3.00 \$5.00 BLOCKS—Wood Snatch \$ 3.00 \$5.00 BLOCKS—Wood Snatch \$ 3.00 8-inch \$ 3.00 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal. \$38.00. BOARDB, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$2.00 each; No. 30, Springer, 54x13 in. sleeve board, \$2.05 each; No. 30, Springer, 54x13 in. sleeve board, \$2.25 each; No. 30, Springer, 54x13 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each; 50ct, \$1.00 each; 28x28, \$1.15 each; 50ct, \$1.50 each; \$2.00 each; \$2.25 each. No. 125—24x36, \$1.50 each; 26x26, \$1.75 each; 36x36, \$2.25 each. Wood Lined—No. 80—24x24, \$1.50 each; 38x38, \$1.75 each; 36x36, \$2.35 each. Wood Lined—No. 80—24x24, \$1.50 each; 26x26, \$1.75 each; 36x36, \$2.25 each. Wood Lined—No. 80—24x24, \$1.50 each; 38x38, \$3.00 each; 38x38, \$3	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in60 8.63 ½-in. 1.10 7.12 5-16-in ½-in. 1.15 7.65 5-16-in ½-in. 1.15 7.65 5-16-in ½-in. 1.15 7.65 5-16-in ½-in. 1.13 7.65	1.10 7.24 3.50 3.40 5.50 3.59 5.1n. 1.20 8.01 3.50 8.75 1.20 8.40 3.5in. 1.25 4.07 3.5in. 1.25 4.24 5.5in. 1.25 5.5i	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 428 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 %-in. 1.95 12.90 7-16-in85 4.90 %-in. 2.10 18.46 7-16-in85 5.10 %-in. 2.20 14.08 7-16-in90 5.51 %-in. 2.50 16.27 7-16-in %-in. 2.55 16.27 7-16-in %-in. 2.65 17.40 7-16-in.
Size 3-inch	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.5.8 5-16-in50 3.02 ½-in95 6.06 5-16-in55 3.27 1.00 6.38 5-16-in56 3.63 ½-in. 1.00 6.59 5-16-in50 3.63 ½-in. 1.10 7.12 5-16-in115 7.65 5-16-in115 7.65 5-16-in115 7.65 5-16-in110 8.18 5-16-in110 8.18 5-16-in110 8.18 5-16-in110 8.18 5-16-in110 8.18	1.10 7.24 3.50 3.40 5.1n. 1.15 7.62 3.50 3.59 5.1n. 1.20 8.01 3.5 8.70 1.20 8.01 1.5 8.70 1.20 8.71 1.20 8	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.95 12.90 7-16-in85 5.10 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.30 14.03 7-16-in90 5.51 %-in. 2.50 16.27 7-16-in 2.50 16.27 7-16-in 2.50 17.40 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch \$ 90 \$1.50 5-inch \$ 1.00 1.85 5-inch \$ 1.00 1.85 5-inch \$ 1.00 1.85 5-inch \$ 1.25 2.25 8-inch \$ 1.25 2.25 8-inch \$ 1.25 2.25 8-inch \$ 3.00 5.00 BLOCKS—Wood Snatch \$ 3.00 5.00 BLOCKS—Wood Snatch \$ 3.00 8-inch	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 3.02 ½-in50 3.14 ½-in50 3.14 ½-in50 6.06 5-16-in55 3.27 ½-in50 6.38 5-16-in55 3.89 1.00 6.59 5-16-in60 3.63 1.10 7.12 5-16-in1.15 7.65 5-16-in1.20 8.18 5-16-in1.20 8.18 5-16-in1.30 8.18 5-16-in1.30 8.18 5-16-in1.30 8.18	1.10 7.24 3.50 3.40 5.50 3.59 5.10. 1.20 8.01 3.51 8.00 3.52 8.00	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 1.0 18.46 7-16-in85 5.10 2.0 14.03 7-16-in95 5.51 2.50 16.27 7-16-in55 17.40 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch \$2.00 8-inch \$2.00 8-inc	4 1/2	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.58 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 1.00 6.38 5-16-in55 3.89 1.00 6.59 5-16-in50 3.63 1.10 7.12 5-16-in. 1.15 7.65 5-16-in. 1.15 7.65 5-16-in. 1.15 7.65 5-16-in. 1.10 8.18 5-16-in. 1.10 8.18 5-16-in. 1.10 8.18 5-16-in. 1.10 8.18	1.10 7.24 %-in. 50 3.40 %-in. 50 8.59 1.20 8.01 %-in. 55 8.75 1.25 8.40 %-in. 60 8.91 1.80 8.79 %-in. 1.80 8.79 %-in. 65 4.07 1.40 9.17 %-in. 1.45 9.56 %-in. 1.45 9.56 %-in. 1.55 4.24 1.55 4.24 1.55 4.24 1.55 4.24 1.55 4.24 1.55 4.24 1.55 1.55 1.55 1.55 1.55 1.11 1.50 5.22 1.55 1.189 1.55 1.2.67 1.55 1.2.67 1.55 1.2.67 1.55 1.2.67	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.95 12.90 7-16-in85 5.10 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.30 15.15 7-16-in 2.50 16.27 7-16-in 3.65 17.40 7-16-in 3.65 17.40 7-16-in 3.80 18.51 7-16-in.
Size Single Double 3-inch \$ 90 \$1.50 4-inch \$ 90 \$1.50 5-inch \$ 1.00 1.85 5-inch \$ 1.00 1.85 5-inch \$ 1.00 1.85 5-inch \$ 1.25 2.25 8-inch \$ 1.25 2.25 8-inch \$ 1.25 2.25 8-inch \$ 3.00 5.00 BLOCKS—Wood Snatch \$ 3.00 5.00 BLOCKS—Wood Snatch \$ 3.00 8-inch	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.5.85 5-16-in50 3.02 ½-in50 3.14 ½-in55 3.27 1.00 6.38 5-16-in55 3.27 1.00 6.38 1.10 7.12 5-16-in55 3.89 1.00 6.59 5-16-in50 3.63 1.10 7.12 5-16-in115 7.65 5-16-in115 7.65 5-16-in115 7.65 5-16-in110 8.18	1.10 7.24 3.50 3.40 5.50 3.59 5.1n. 1.15 7.62 3.50 8.59 1.20 8.01 3.5 8.75 5.1n. 1.25 8.40 7.1n. 60 8.91 1.80 8.79 7.1n. 65 4.07 1.40 9.17 65 4.04 1.45 9.56 7.1n. 1.55 11.12	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.38 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 2.10 13.46 7-16-in85 5.10 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.20 14.03 7-16-in90 5.51 %-in. 2.50 16.27 7-16-in %-in. 2.50 16.27 7-16-in %-in. 2.80 18.51 7-16-in %-in. 2.80 18.51
Single Double Single Double Sinch \$9.0 \$1.50	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in55 3.89 1.00 6.59 5-16-in50 3.63 1.10 7.12 5-16-in120 8.63 1.10 7.12 5-16-in120 8.63 1.10 7.12 5-16-in120 8.63	1.10 7.24 3.50 3.40 3.50 3.59 3.50 3.59 1.20 8.01 3.5 8.75 1.25 8.40 3.5 10. 1.30 8.79 3.5 10. 1.30 8.79 3.5 10. 1.40 9.17 3.5 4.07 3.5 10. 1.45 9.56 3.5 10. 1.5 4.90 1.75 4.90 1.75 4.90 1.75 11.12 3.5 11.89 3.5 11.89 3.5 11.89 3.5 11.89 3.5 11.89 3.5 12.67 3.60 5.22	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.84 7-16-in75 4.70 1.95 12.90 7-16-in80 4.90 %-in. 2.10 18.46 7-16-in20 14.03 7-16-in20 14.03 7-16-in30 18.46 7-16-in30 18.46 7-16-in30 18.51
Single Double Single Double Sinch \$9.0 \$1.50	4 1/2	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in85 5.53 5-16-in50 3.02 ½-in90 5.80 5-16-in50 3.14 ½-in95 6.06 5-16-in55 3.27 ½-in. 1.00 6.88 5-16-in55 3.89 ½-in. 1.10 7.12 5-16-in ½-in. 1.15 7.65 5-16-in ½-in. 1.15 7.65 5-16-in ½-in. 1.30 8.71 5-16-in ½-in. 1.30 8.18 5-16-in ½-in. 1.30 9.24 1.50 9.77 1.60 10.80	1.10 7.24 %-in. 50 3.40 %-in. 50 3.59 1.20 8.01 %-in. 55 8.75 1.25 8.40 .60 3.91 1.80 8.79 %-in. 1.40 9.17 %-in. 1.40 9.17 %-in. 1.45 9.56 %-in. 1.45 9.56 %-in. 1.45 9.56 %-in. 1.55 4.24 1.55 4.24 1.55 4.24 1.55 11.23 1.55 11.23 1.55 11.23 1.55 11.25 1.	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 4.28 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.90 12.34 7-16-in75 4.70 1.91 12.90 7-16-in80 4.90 2.10 13.46 7-16-in. 2.20 14.03 7-16-in. 2.30 14.03 7-16-in. 2.50 16.17 7-16-in. 2.50 16.27 7-16-in. 2.50 16.27 7-16-in. 2.50 17.40 7-16-in. 2.50 17.40 7-16-in. 2.50 17.40 7-16-in. 2.80 18.51 7-16-in. 2.80 18.51
Size	4 ½	.80 5.00 5-16-in45 2.75 ½-in85 5.26 5-16-in45 2.90 ½-in85 5.53 5-16-in50 8.02 ½-in50 8.14 ½-in50 8.14 ½-in55 8.27 ½-in55 8.27 ½-in55 8.89 ½-in50 8.71 5-16-in ½-in. 1.30 8.71	1.10 7.24 3.50 3.40 5.50 3.59 5.10. 1.15 7.62 3.50 8.01 3.50 8.01 3.55 8.75 5.10. 1.26 8.40 3.10. 3.50 8.79 3.10. 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50 8.70 3.50	1.60 10.66 7-16-in55 4.08 %-in. 1.70 11.22 7-16-in70 .4.38 %-in. 1.80 11.78 7-16-in70 4.49 %-in. 1.95 12.90 7-16-in80 4.90 %-in. 85 5.10 18.46 7-16-in95 12.10 18.46 7-16-in95 12.10 18.46 7-16-in95 5.51 2.85 15.15 7-16-in97 16-in98 18.51 7-16-in99 18.51 7-16-in90 18.51 7-16-in90 18.51 7-16-in90 18.51 7-16-in90 18.51

BOTTLES—Vacuum.	Thermos. Universal.	Floor or Garage
10		1285 220 2.15
100	3.75 63 3.75	14 1.10 924 2.70 16 1.85 812 1.80
11	3.00 31 3.00	16 1.85 812 1.80 112 1.40 814 1.40
11q	2.25 71 2.25	114 1.65 816 1.65
14q	8.50 78 8.50	116 1.80 614 8.75 214 1.20 616 4.50
15%	2.75 91 3.00 8.00 92 4.50	216 1.65 618 5.25
15		218 1.90
6	8.35 83 5.00	Hand or Nail
6q	5.00	Daisy
Pillers-Thermos and Universal.	24.25	Collie
16 Pint	1.60	Hound50 Wolf
1 Quart	2.50	Mastiff
Lunch Kits— 391 & 395	Thermos. Universal.	Pointer
391 & 395	\$3.00 \$10 \$3.35 3.25 410 \$.50	St. Bernard 1.00 800
898 4 897	8.50 510 8.75	Kalsomine
394 & 398	4.95	340 4.75 810 1.50
BRACKETS—Shelf—		Marking
	B. P.— Pair	1
	x 4 \$.85 x 540	2
5x 7	x 7	Paint
	z 8	151. 2 1/4
	x 9	151. 885 159, 4 1.00
10x12	x12 1.00	151, 8 ½
13x14 1.00 13x	x14 1.35	
16x18 2.25	N.P. & O.C. same as B.P.	155, 81/460 165, 41/4 3.00
BRACES 811	911 93 8 945 95 6	155 4
6 \$2	1.85 \$3.35	155, 4½
	1.85 2.25 1.00 2.50 \$1.75 \$.85	159, 8
	3.25 8.00 2.00 1.00	Roofing
14 4.35 8	3.75 8.35	401 1.25 404 1.50
	98 921 955	Sash 20, 2
	3.00 8.00	20, 2
10 4	L15 8.35 1.50	Scrub
	3.50 1.65 008 8010 8013 8014	Alligator
PS&W\$8		
BOXES-Mitre-		Cat
Goodell— Each	Stanley— Each	Oruiser
285	501/4\$ 8.50	Duck
805 17.75	146 18.00	Goose
306 20.00 8	358 3 0.00	Hub
T.anedon-	Star-	Shoe
72	40 8 8.25	00
78 18.50 74 20.50	41 Stearn's Perfection—	2
75 21.00	20\$ 8.25	21
=		Sink
	\$.15	Magic
14 & % inch \$.80 % to 1% inch 20	.15 .10	0wl
1 % to 2 inch	.15 .10	Shaving 124
BRASS-Sheet-Soft, per lb., 90c; I	Half Hard, 85e; Sign, 80e;	125
Spring, \$1.10.		126
BREAD MAKERS-Universal-No.	2. each. \$2.25: No. 4.	221
\$2.50; No. 8, \$8.50.		950 40 492
BRIGHT WIRE GOODS-		252 2.75 498
Gate Hooks and Eyes—		260 200 500
11/2 2 21/2	4 8 8½ 4 6 0 .85 .40 .50 .80	275
40 Dos20 .25 .86 1040 Dos80 1.00 1.15	0 .85 .40 .50 .80 5 1.50 1.85 2.00 8.50	Stancil
		408. 4
21.002.0	o, or Brand Each	
No. or Brand Each No O Toy	ma\$1.50	Window75 1512, Squeegee35
00 Toy	vajo 1.30	60 1514. Squeegee 40
Aztec 1.00 W	arehouse 1.35 0 1.20	7
Verde 1.25 229	9	1510, Squeegee80
Ilnion 1.15 280	090	BUCKETS— Common Galv. Each Stock— Each
Apache 1.25		Common Gaiv. 9 40 14 90
Push or Str		1.00
	2 1.85 3 1.45	1260 18 1.18
118 H	4	14
121	6	
122 1.00 25	8	00
123 1.50 26	1.40	or 2.25 Short ear
BRUSHES— Casting		Strap ear
	o. or Brand Each	OANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 'I Gal., each, 50c; size 2 Gal., 85c; 5 Gal.
2 4.45 7 3		Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.
8	.55	CANTHOOKS—Maple Handle 2½x4½, each, \$2.85.
Counter or Du	isting	
15		CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per lb., bulk, 50c.
17	1.55	ATUDOUNITOR ACTION POR IN. PRINT AAA

CATCHES— Cupboard	\$2.50 each: 1-inch. \$2.75 each: 14-inch. \$3.00 each
No. or Brand Each No. or Brand Each	\$2.50 each; 1-inch, \$2.75 each; 1½-inch, \$3.00 each. P. S. and W., Firmer, No. 100 Plain, ½, ½-inch, 60c each; ½-inch, 65c each; ½-inch, 70c each; ½-inch, 75c each; 1½-inch, 80c each; 1½-inch, 85c each; 1½-inch, \$1.05 each; 2-inch, \$1.15 each. 15 Beveled, ½, ½-inch, 75c each; ½-inch, 85c each; ½-inch, 90c each; ½-inch, 90c each; ½-inch, \$1.05 each; 1½-inch, \$1.05 each; 1½-inch, \$1.15 each; 1½-inch, \$1.20 each; 2-inch, \$1.35 each;
024\$.10 4112, SR, SHA, KF, E .10 329, R, EA, E10 8002, EA, SHA, E25	inch, 80c each; 14 inch, 85c each; 14 inch, 95c each; 14
4002, R, EA, HA10 9400, R, EA50	inch, \$1.05 each; 2-inch, \$1.15 each.
4002, SR, SHA, KF, E .10 9400, SHA, E	inch, 90c each; % inch, 95c each; 1-inch, \$1.00 each; 14
Elbow	inch, \$1.05 each; 11/4-inch, \$1.15 each; 11/4-inch, \$1.20 each; 2-inch, \$1.35 each.
10	P. S. and W., Firmer (sets)—No. 116, 6, ¼ to 2 Plain, \$5.50 set; 112, 12, ½ to 2 Plain, \$10.50 set; 106, 6, ¼ to
Forgs	\$5.50 set; 112, 12, ½ to 2 Plain, \$10.50 set; 106, 6, ½ to 2 Bevel, \$8.50 set; 132, 12, ½ to 2 Bevel, \$18.00 set.
85 F05 12 F20	P. S. and W., Framing—No. 30, 14, 15-inch, 85c each; 16-
11 F	P. S. and W., Framing—No. 30, ¼, ¼-inch, 85c each; %-inch, 90c each; ¼-inch, \$1.00 each; %-inch, \$1.15 each; 1¼-inch, \$1.25 each; 1¼-inch, \$1.35
French Window 2108	each: 1% inch. \$1.50 each: 2-inch. \$1.65 each
4102, R, EA, HA15	P. S. and W., Pocket—No. 91, 14, 14 inch, 75c each; 14 inch, 95c each; 14 inch, 95c each; 14 inch, 95c each; 14 inch, 181.00 each; 14 inch, 181.05 each; 114 inch,
Friction Cabinet	each; 11/4-inch, \$1.00 each; 11/2-inch, \$1.05 each; 11/4-inch,
01820¼, EA15 01820¼, SHA, E20	\$1.15 each; 2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2½-inch, \$8.85 each; 3-
Screen 21	inch, \$3.75 each; 3½-inch, \$4.25 each; 4-inch, \$5.00 each.
J 25	CHOPPERS—Meat and Food—
Show Case 1	Universal—
Transom	1
3278 1	2
4433, R, EA. KF	
4438 ½, R, EA, KF25 8483, EA	CHURNS—Barrel, No. 0, \$5.40 each; 1, \$6.10 each; 2, \$6.85 each; 3, \$7.65 each; 4, \$9.80 each; 5, \$11.50 each. Glass, Dazey (Churns), No. 10, \$1.50; 20, \$2.00; 80, \$2.85;
4483 ½, SHA, E	40, \$3.20. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 80,
4488 %, SHA, KF	\$1.05; 40, \$1.80. Tin, without Dasher, 1½-gallon, \$1.50 each; 2-gallon, \$1.55
4442, R. EA	each: 8-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon,
4442½, R, EA25	\$1.90 each. Dashers Only, No. 40, 15c each.
CHAINS— Tire—Weeds'	CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 18, 50e
Size Pair Size Pair 2½x28	each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80
2½x80 8.75 4½x82 7.00	each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00
8 x28 4.00 4½x88 7.50 8 x80 4.50 4½x84 7.50	each; 64, \$2.65 each; 65, \$8.50 each.
8 782 500 414 785 800	Quilt Frame, No. 1, 10c each; 8, 15c each; 82, 10c each; 83, 15c each.
8 x845.50 4/4x868.50 8 x868.50 4/4x878.75	CLEANERS-Window-
872 X 88 9.50 472 X 88 9.50	Rubber—
8 ½ x80 5.00 4 ½ x40 11.00 8 ½ x82 5.50 5 x84 8.50	12-inch80 18-inch45 16-inch50
8 ½ x84 6.00 5 x85 9.00 8 ½ x86 6.50 5 x86 9.00	14-inch85
4 x80 5,50 5 x87 9.75	CLEVISES—Malleable, 15c lb.
4 x80 5,50 5 x87 9.75 4 x81 6.00 5 x88 10.50	OLIPS—Mire Rope "Bulldog"—3-16 to % inc., each 15c; %, 15c; %, 20c; %, 30c; %, 35c; 1-in., 45c.
4 x805.50 5 x879.75 4 x816.00 5 x8810.50 4 x826.00 5 x8911.25 4 x88 650 5 x40 12.00	OLIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. OLIPPERS—Bolt—
4 x805.50 5 x879.75 4 x816.00 5 x8810.50 4 x826.00 5 x8911.25 4 x88 650 5 x40 12.00	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. OLIPPERS—Bolt— New Easy— Extra Outters
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50 4 x82 6.00 5 x89 11.25 4 x83 6.50 5 x40 12.00 4 x84 7.00 5 x85 12.00 4 x85 7.50 5 x87 13.00 4 x86 7.50 5 x87 13.00	OLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. OLIPPERS—Bolt— New Easy— Extra Cutters
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50 4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x89 13.00 4 x85 7.50 5 x87 3.00 4 x85 7.50 5 x87 3.00 4 x87 8.00 6 x88 14.00	OLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. OLIPPERS—Bolt— New Easy— Extra Cutters
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50 4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x86 12.00 4 x85 7.50 5 x87 13.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 88 14.00 4 x40 10.00 6 x40 15.00	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45e. CLIPPERS—Bolt—New Easy—No. 0 \$3.50 No. 0 \$2.00 No. 1 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 \$6.25 No. 2 \$0.00 No. 8 \$8.00 No. 8 \$3.75 O. K.—
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50 4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x87 13.00 4 x85 7.50 5 x87 13.00 4 x86 7.50 5 x87 13.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—Germain Straight Link (coil)— 6-0.15e ft.: 5-0.12 x6 ft.: 4-0.10e ft.: 8-0.8e ft.: 2-0.	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45e. CLIPPERS—Bolt—New Easy—No. 0 \$8.50 No. 0 \$2.00 No. 1 \$2.25 No. 2 \$6.25 No. 2 \$6.2
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50 4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x87 13.00 4 x85 7.50 5 x87 13.00 4 x86 7.50 5 x87 13.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—Germain Straight Link (coil)— 6-0.15e ft.: 5-0.12 x6 ft.: 4-0.10e ft.: 8-0.8e ft.: 2-0.	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45e. CLIPPERS—Bolt—New Easy—No. 0 \$8.50 No. 0 \$2.00 No. 1 \$2.25 No. 2 \$6.25 No. 2 \$6.2
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. CLIPPERS—Bolt—New Easy—No. 0 \$3.50 No. 0 \$2.00 No. 1 \$2.25 No. 2 \$6.25 No. 2 \$6.2
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. CLIPPERS—Bolt—New Easy—No. 0 \$3.50 No. 0 \$2.00 No. 1 \$2.25 No. 2 \$6.25 No. 2 \$6.2
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 30c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt—
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 30c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt—
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 30c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt—
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45e. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 3.00 No. 3 8.00 Ne. 8 3.75 O. K.— 10-inch 1.59 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Oircle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lockout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Stepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45e. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 3.00 No. 3 8.00 Ne. 8 3.75 O. K.— 10-inch 1.59 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Oircle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lockout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Stepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45e. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 3.00 No. 3 8.00 Ne. 8 3.75 O. K.— 10-inch 1.59 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Oircle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lockout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Stepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45e. CLIPPERS—Bolt— New Easy— No. 0 \$8.50 No. 0 \$2.00 No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 8.00 No. 8 8.00 No. 8 8.00 No. 8 8.75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$8.00; Ideal, \$2.25; Indian, \$1.35; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10e straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH, WIRE—Screen, 12 M, black, 8%e sq. ft.; 16 M, black, 5c sq. ft.; 16 M, galvanized, 4%c sq. ft.; 16 M, galvanized, 5c sq. ft.; 16 M, Opal, 5c sq. ft.; 16 M, Opal
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. CLIPPERS—Bolt— New Easy— No. 0 \$8.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 8.00 No. 3 8.00 No. 8 8.75 O. K.— 10-inch 1.56 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startie, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Alexite—Nos. FF-90, 10c straight. CLOTH, WIRE—Screen, 12 M, black, 8%e sq. ft.; 16 M, black, 5c sq. ft.; 16 M, ponze, 15c sq. ft.; 14 M, galvanized, 4%c sq. ft.; 16 M, galvanized, 5c sq. ft.; 16 M, Opal, 5c sq. ft.
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45e. CLIPPERS—Bolt— New Easy— No. 0 \$8.50 No. 0 \$2.00 No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 8.00 No. 8 8.00 No. 8 8.00 No. 8 8.75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$8.00; Ideal, \$2.25; Indian, \$1.35; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2%, 10e straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH, WIRE—Screen, 12 M, black, 8%e sq. ft.; 16 M, black, 5c sq. ft.; 16 M, galvanized, 4%c sq. ft.; 16 M, galvanized, 5c sq. ft.; 16 M, Opal, 5c sq. ft.; 16 M, Opal
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 8.00 No. 3 8.00 No. 8 8.75 O. K.— 10-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Cokout, \$1.60; Prompter, \$2.75; Bimplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startie, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Alexite—Nos. FF-90, 10c straight. CLOTH, WIRE—Screen, 12 M, black, 8½e sq. ft.; 16 M, black, 5c sq. ft.; 16 M, bronze, 15c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5c sq. ft. COAL—Blackmith— Coatch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 \$4.50 No. 1 \$2.25 No. 2 6.25 No. 2 8.00 No. 3 8.00 No. 8 8.75 O. K.— 10-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Cokout, \$1.60; Prompter, \$2.75; Bimplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startie, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Alexite—Nos. FF-90, 10c straight. CLOTH, WIRE—Screen, 12 M, black, 8½e sq. ft.; 16 M, black, 5c sq. ft.; 16 M, bronze, 15c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5c sq. ft. COAL—Blackmith— Coatch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 30c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt—
4 x80	CLIPS—Wire Rope "Bulldog"—3-16 to % ine, each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in, 45c. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 3.00 No. 3 8.00 No. 8 3.75 O. K.— 10-inch 1.75 CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$8.95; Bingo, \$2.50; Brownie, \$2.45; Clrick, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lockout, \$1.60; Prompter, \$2.75; Simplex, \$8.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH, WIRE—Screen, 12 M, black, 3½e sq. ft.; 16 M, black, 55e sq. ft.; 16 M, poln, 5c sq. ft.; 16 M, opal, 5c sq. ft.; 16 N, Opal, 5c sq. ft. COAL—Blackmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25 COAL—Blackmith— COAL—Blackmith— COAL—Blackmith— COAL—Blackmith— No. 1, 16x18 \$13.00 No. 5, 20x24 \$17.50 No. 2, 18x20 15.00 No. 7, 20x24 \$17.50 No. 2, 18x20 15.00 No. 7, 20x24 17.50 No. 4, 16x18 11.00 No. 8, 18x24 28.00
4 x80	CLIPS—Wire Rope
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine, each 15c; %, 15c; %, 30c; %, 35c; 1-in, 45e.
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine, each 15c; %, 15c; %, 30c; %, 80c; %, 85c; 1-in, 45c.
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine., each 15c; %, 15c; %, 30c; %, 35c; 1-in., 45e.
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine, each 15c; %, 15c; %, 30c; %, 35c; 1-in, 45e.
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine, each 15c; %, 15c; %, 30c; %, 35c; 1-in, 45e.
4 x80	CLIPS—Wire Rope "Bulldog" — 3-16 to % ine., each 15c; %, 15c; %, 30c; %, 35c; 1-in., 45e.
4 x80	CLIPS—Wire Rope
4 x80	CLIPS—Wire Rope
4 x80	CLIPS—Wire Rope

MEIAIL SEILING	
Eng. Verm. ½-lb. 1.40 Dutch Pink. .75 Eng. Verm. 1-lb. 2.80 Carmine 1.40 Tuccan .45 Turkey 1.70 Indian .30 Para 1.30 Venetian .25 Yellow—Chrome lb .50 Rose Pink .60 Ochre—Golden lb .35	Taper Shank O 106
Rose Lake 1.05 Yellow, 1 lb25	325 1850
COPPER—Sheet, 75c lb.	4
CORD (SASH)—Samson Spot (Hanks), No. 6 S, \$1.65 hank; 7 S, \$2.20 hank; 8 S, 8 SC, \$2.75 hank; 10 S, 10 SC, \$4.40	6
hank; 12 S, 12 SO, \$6.05 hank; WP 12 SO (coils), \$1.16 lb.	7
Phoenix (coils only)—No. 6 C, 80c lb.; 7 C, 80c; 8 C, 80c; 10 C, 80c; 12 C, 80c; 14 C, 16 C, WP 8 C, 80c.	945 1980
Union (hanks)—No. 6, \$1.20 hank; 7, \$1.50 hank; 8, \$2.00	10
hank; 10, \$2.95 hank; 12, \$8.95 hank.	Bit Stock
COTTERS—Hammer Lock or Regular Spring. 1-16, 5-64, 8-32 in. 1/4 in. 5-82 in.	C 114, M 109 or M C 114, M 109 or M 890, and S 108— 890, and S 108—
Length— 100 1000 100 1000 100 1000	1-16
14-inch \$.20 \$1.25 \$.30 \$2.00 \$.35 \$2.40 34-inch25 1.40 .30 2.00 .40 8.00	3-32
1 inch25 1.65 .85 2.25 .45 3.25	5-5250 9-16 1.20
1 1/4 · inch	3-16
2 -inch85 2.50 .50 8.40 .70 4.75	¼40 11-16 1.40
8-16 in. ¼ in. 5-16 in. ½-inch \$.50 \$8.75	9-32
1 -inch60 4.25 \$1.00 \$6.75 \$1.75 \$11.00	11-3260 % 1.85
1¼ inch	%
1 % -inch90 6.00 1.50 10.00 2.25 16.00	7-16
2 -inch 1.00 6.75 1.75 11.50 2.50 17.50 2½-inch 1.10 7.75 2.00 14.00 3.00 20.00	Straight Shank Jobbers C 108, M 105 or M C 108, M 105 or M
CRAYON—Lumber, 10c; Soapstone, 5c.	380, S 105— 880, S 105—
OUTTERS-Pipe-Barnes. No. 1, \$2.95 each; No. 2, \$8.90;	1-82
No. 8, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00.	1-16 15 14 95
Saunders—No. 1, \$2.25; No. 2, \$8.25; No. 3, \$8.00; No. 4, \$12.60.	5.64
DAMPERS-Stove Pipe-8, 15c; 4, 20c; 5, 20c; 6, 25c; 7,	
80c; 8, 40c; 9, 50c; 10, 60c.	% ·····
DIVIDERS—Wing, No. 85, 6-inch, 85c pair; 8-inch, 85c pair; 10-inch, 50c pair; 12-inch, 75c pair.	9-64
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair;	11-64
10-inch, \$1.10 pair.	3-16
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	Straight Shank, Wire Gauge
DOORS Street	C 108 A, M 107 or C 108 A, M 107 or M 840, S 107— M 840, S 107—
Common, %-inch, 2-6x6-6	1 to 525 30 to 40 ,15
Common. 1 14-inch. 2-6x6-6	6 to 10
	16 to 20
Common, 1 1/2-1nch, 2-5x0-5	16 to 20
Common, 14-inch, 2-5x0-5 Common, 14-inch, 3-10x6-10 Common, 14-inch, 3x7 DOORS—Ash Pit. 2.85 2.85 2.85 2.85	16 to 20
Common, 14-1ach, 2-8x0-5 Common, 14-1ach, 2-8x0-5 Common, 14-1ach, 3-8x0-5 Common, 14-1ach, 8x7 DOORS—Ash Pit. 8x8. each	16 to 20
Common, 1¼-inch, 2-8x0-5 2.85 Common, 1¼-inch, 8x7 2.85 Common, 1¼-inch, 8x7 8.25 DOORS—Ash Pit. 12x15 8.50 8x8, each \$1.40 8x10 1.50 10x12 1.80	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 2-10x6-10 Common, 1%-inch, 8x7 DOORS—Ash Pit. 8x8, each\$1.40 8x10 10x12 DRILLS— Millers Falls (Breast)	16 to 20
Common, 14-1ach, 2-8x0-5 Common, 14-1ach, 2-8x0-5 Common, 14-1ach, 3-8x0-5 Common, 14-1ach, 8x7	16 to 20
Common, 14-18ch, 2-8x0-5 Common, 14-18ch, 2-8x0-5 Common, 14-18ch, 8x7 DOORS—Ash Pit. 8x8, each. \$1.40 8x10	16 to 20
Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 3-8x0-5 Common, 14 : lach, 8x7 DOORS—Ash Pit, 12x15 8x8, each. \$1.40 8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) No. Each. No. Each. 10 3 6.25 029 \$5.00 11 5.75 87 9.75 12 5.50 97 10.50	16 to 20
Common, 14-18ch, 2-8x0-5 Common, 14-18ch, 2-8x0-5 Common, 14-18ch, 8x7 DOORS—Ash Pit. 8x8, each. \$1.40 8x10	16 to 20
Common, 14	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 2-10x6-10 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 S.25 Common, 1%-inch, 8x7 S.25 S.26 S.26 S.26 S.26 S.26 S.26 S.26 S.2	16 to 20
Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 3-8x0-5 Common, 14 : lach, 3x7 Common, 14 : lach, 3x7 S.25 Common, 12 : lach, 3x7 S.2	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 2-10x6-10 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 S.25 Common, 1%-inch, 8x7 S.25 S.26 S.26 S.26 S.26 S.26 S.26 S.26 S.2	16 to 20
Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 2-8x0-5 Common, 14 : lach, 3-8x0-5 Common, 14 : lach, 8x7 DOORS—Ash Pit, 12x15 8x80	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 3-10x6-10 Common, 1%-inch, 8x7 DOORS—Ash Pit. 8x10 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$5.75 87 9.75 12 555 8.00 1555 Millers Falls (Hand) 1 2.75 \$5 8.00 Millers Falls (Hand) 1 2.75 4 1.00 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 3-10x6-10 Common, 1%-inch, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 10x12 1.80 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 029 \$5.00 11 5.75 87 9.75 12 5.50 97 10.50 18 6.75 118 6.00 Yankee 555 8.00 Millers Falls (Hand) 1 2.75 5 8.00 Millers Falls (Hand) 1 2.75 5 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 3-10x6-10 Common, 1%-inch, 8x7 DOORS—Ash Pit. 8x10 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$5.75 87 9.75 12 555 8.00 1555 Millers Falls (Hand) 1 2.75 \$5 8.00 Millers Falls (Hand) 1 2.75 4 1.00 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee 1.50 Yankee	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 3-10x6-10 Common, 1%-inch, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 10x12 1.80 DRILL8— Millers Falls (Breast) No. Each. No. Each. 10 \$6.25 029 \$5.00 11 5.75 87 9.75 12 5.50 97 10.50 18 6.75 118 6.00 Yankee 555 8.00 1555 8.00 Millers Falls (Hand) 1 2.75 5 8.00 Millers Falls (Hand) 1 2.75 5 8.00 Yankee 1530 4.00 1545 8.00 Yankee Automatic 41 2.25 44 2.50 Bell Hangers' or Electricians	16 to 20
Common, 1%-inch, 2-8x0-5 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 Common, 1%-inch, 8x7 Sz8, each	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$5.75 87 9.75 12 \$5.50 Yankee 555 \$8.00 Millers Falls (Hand) 1 2.75 \$5 \$8.00 Millers Falls (Hand) 1 2.75 \$5 \$8.00 Yankee 1530 4.00 Yankee 1530 4.00 Yankee 1530 4.00 Yankee 1545 8.00 Fach. 100 Yankee 1550 Sanda 100 Yankee 1530 110 Yankee 1545 110 Yankee 1550 110 Yankee 157 110 Yankee 1580 Yankee 1580 Yankee 1590 Open Otil4 F, Siop B. Open Otil4 F (Fish Wire) Open Bit Stock Missock Missock	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-10x6-10 Common, 1%-lach, 8x7 Common, 1%-lach, 8x7 Common, 1%-lach, 8x7 S.28 S.28, each. S.28 S.28, each. S.20 S.20 Common, 1%-lach, 8x7 S.25 S.28 S.28, each. S.20 Common, 1%-lach, 8x7 S.25 S.20 Common, 1%-lach, 8x7 S.25 S.20 S.	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$5.75 87 9.75 12 5.50 Yankee 555 8.00 1555 8.00 Millers Falls (Hand) 1 2.75 4 1.00 Yankee 1530 4.00 1545 Xankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 1555 8.00 1545 8.00 Yankee 1530 1545 8.00 Yankee 1550 1555 8.00 1545 8.00 1545 8.00 Sankee 1550 1541 1555 8.00 1545 8.00 Sankee 1550 1555 8.00 1545 8.00 Sankee 1550 1555 8.00 1555	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. 8x8, each. \$1.40 8x10	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 029 \$5.00 11 \$5.75 87 9.75 12 5.50 Yankee 555 8.00 Millers Falls (Hand) 1 2.75 \$5 8.00 Millers Falls (Hand) 1 2.75 \$5 8.00 Yankee 1530 Yankee 1530 Yankee 1530 Yankee 1530 Yankee 1530 10 Yankee 1530 Yankee 154 100 Yankee 1550 Sano Yankee 1530 Yankee 154 100 Yankee 1550 Sano Yankee 1530 Yankee 1545 Sano Yankee 1550 Sano Yankee 1530 Yankee 1545 Sano Yankee 1550 Sano Yankee 1530 Other Other Wire) Open Bit Stock Millop Blacksmiths' Round Shank Open Olid Open Millo Open	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. 8x8, each. \$1.40 8x10	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 029 \$5.00 11 \$5.75 87 9.75 12 5.50 Yankee 555 8.00 Millers Falls (Hand) 1 2.75 4 1.00 Yankee 1530 4.00 1545 Yankee 1530 4.00 1545 1.00 Yankee 1530 Ash Trapa— 5.50 8.00 10 \$6.25 9.78 10.50 11 5.75 87 9.78 12 5.70 9.78 13 5.75 8.00 1555 8.00 1555 8.00 1555 8.00 10 10 10 10 10 10 10 10 10	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$x8, each. \$1.40 \$x10 1.50 Tx9 Sx10 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$6.25 29 \$5.00 11 \$5.75 87 12 \$5.50 Yankee 555 8.00 1555 8.00 1555 8.00 Willers Falls (Hand) 1 2.75 4 1.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 1555 8.00 Sand Yankee 1530 10 10 10 10 10 10 10 10 10	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 1.50 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 029 \$5.00 11 \$5.75 87 9.75 12 5.50 Yankee 555 8.00 Millers Falls (Hand) 1 2.75 40 10 Yankee 1530 Open Yankee 1530 Open O 114 F (Fish Wire) Open Blacksmiths' Round Shank Open O 116 Open Millo Open Millo Open Millo Open Straight Shank Open Open Straight Shank Open Open	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each. \$1.40 8x10 DRILLS— Millers Falls (Breast) No. Each. 10 \$6.25 29 \$5.00 11 \$5.75 87 9.75 12 5.50 Yankee 555 8.00 1555 8.00 Millers Falls (Hand) 1 2.75 5 Millers Falls (Hand) 1 2.75 4 1.00 Yankee 1530 4.00 1545 Xankee 1530 4.00 1545 8.00 Yankee 1530 4.00 1545 8.00 Yankee 1530 1.00 Yankee 1544 2.55 42 1.75 50 Bell Hangers' or Electricians O 114 E, S 109 B. Open O 114 F (Fish Wire) Blacksmiths' Round Shank O 116 Open M 100 M 110 Open M 111 Open M 112 Open M 113 Open M 114 Square Ratchet Shank O 108 Open Straigh Shank O 109 Open M 105 M 109 Straigh Shank O 109 Open M 100 Open Open Open Open Open Open Open Open	16 to 20
Common, 1%-lach, 2-8x0-5 2.85	16 to 20
Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 3-10x6-10 Common, 1%-lach, 8x7 DOORS—Ash Pit. \$z8, each	16 to 20
Common, 1%-lach, 2-8x0-5 2.85 Common, 1%-lach, 2-8x0-5 Common, 1%-lach, 8x7 3.25 Common, 1%-lach, 1	16 to 20

WOLVIN WOMEN'S	Partono Conkriged,
FILES-Band Saw, 4 inches long, 15c each; 6, 20c; 8, 35c;	Pails, Stock 518 1.50
10, 45c. Knife, 8-81/4, 80c; 4, 80c; 5, 85c; 6, 40c; 8, 50c;	12 8 1.00 520 1.75
10, 60c. Regular Taper, 3-8 1/4, 15c; 4, 15c, 4 1/4, 15c; 5,	' 14 S 1.10 522 2.00
150; 5 72, 200; 6, 200; 6, 200; 10, 500. Silm Taper, 8-8 72,	16 S 1.25 526 2.25 18 S 1.40 Tubs, Foot—
40c. Warding, 8-81/2, 25c; 4, 25c; 5, 25c; 6, 80c; 8, 40c.	20 8
Flat Bastard, 8-4, 20c; 5, 20c; 6, 25c; 8, 80c; 10, 40c; 12,	Pails, Water— 51 1.10
10, 45c. Knife, 3.3 ½, 30c; 4, 30c; 5, 35c; 6, 40c; 8, 50c; 10, 60c. Regular Taper, 3.3 ½, 15c; 4, 15c, 4 ½, 15c; 5, 15c; 5 ½, 20c; 6, 20c; 8, 30c; 10, 50c. Slim Taper, 3.3 ½, 15c; 4, 15c 4½, 15c; 5, 15c; 5 ½, 20c; 6, 30c; 8, 30c; 10, 40c. Warding, 3.3 ½, 25c; 4, 25c; 5, 25c; 6, 30c; 8, 40c. Flat Bastard, 3.4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 40c; 12, 60c; 14, 75c; 16, 81.20. Half Round Bastard, 3.4, 25c; 5, 25c; 6, 80c; 8, 80c; 10, 40c; 12, 60c; 14, 85c; 10, 40c; 12, 60c; 14, 85c; 10, 40c; 12, 60c; 14, 85c; 5, 25c; 6, 80c; 8, 80c; 10, 50c; 5, 20c; 6, 80c; 8, 80c; 10, 50c; 50c; 50c; 50c; 50c; 50c; 50c; 50c;	8
Mill Bastard, 8-4, 15c: 5, 15c: 6, 20c: 8, 25c: 10, 80c: 12	10
85c; 14, 60c; 16, 80c. Round Bastard, 8-4, 15c; 5, 15c; 6,	14
20c; 8, 25c; 10, 85c; 12, 40c; 14, 60c; 16, 80c. Square	16
25c; 6, 80c; 8, 85c; 10, 50c; 12, 75c; 14, 85c; 16, \$1.15. Mill Bastard, 8-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 80c; 12, 85c; 14, 60c; 16, 80c. Round Bastard, 8-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 85c; 12, 40c; 14, 60c; 16, 80c. Square Bastard, 8-4, 20c; 5, 25c; 6, 25c; 8, 80c; 10, 45c; 12, 60c; 14, 80c; 18, 2100	820 1.00 1 1.90 Pans, Refrigerator— 2 2.25
14, 80c; 16, \$1.00. Rasps—Flat Wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Oabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60, 16, \$2.00.	1
90c; 14, \$1.80; 16, \$1.75. Half Round Wood, 10, 75c; 12,	270 10 2.00
95c; 14, \$1.85; 16, \$1.80. Half Round Cabinet, 8, 75c; 10,	8
906; 12, \$1.25; 14, \$1.60, 16, \$2.00.	Pots, Watering, or 80 2.60 Sprinklers— 410 8 2.00
FIXTURES—Grindstone—Auto: 01, 81.50; 03, 82.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.85. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 85c; 17-inch	514 1.05 420 8 2.40
Heavy: 17, 21.00. Extra Shafts, 15-inch, 25e: 17-inch	516 1.25 480 8 2.60
\$5c. Extra Cranks, \$5c.	GARBAGE CANS-(See Cans)
FLASHLIGHTS— Ever-ready—Complete	GATES—Molasses— Stebbins Perf.
No. 6961 each 3.75 No. 2619 each 1.70	2
No. 6962 each 1.00 No. 2616 each 1.50 No. 1991 each 1.25	8
No. 2604 each 1.20 No. 2633 each 2.40	4
No. 2681 each 1.50 No. 2684 each 2.00	5
No. 2622 each 1.75 No. 2659 each 8.00	GAUGES—Butt—
Kwik-lite Flashlights, Complete with Battery— Fibre Tubulars 6241 Reg. 2-cell 1.50	No. 98\$1.16 No. 95
No. Mach 6848 Heg. 8-cell 1.75	No. 94 1.85 No. 95 14 1.00
5220 Rahw 2-441 - 21 00 - 6240 Minera' 2-441 - 2 00	Marking Na 90
5221 Reg. 2-cell 1.50 5222 Reg. 3-cell 1.40 5223 Reg. 3-cell 1.40 5223 Riners' 2-cell 1.50 5239 Miners' 2-cell 1.50 5231 Miners' 3-cell (Vest) 1.00 5231 Miners' 3-cell (Vest) 1.00	No. 61
5828 Reg. 8-cell 1.40 Metal Veet Pocket	No. 65
5227 Miners' 2-cell., 1.50 5475 3-cell (Vest) 1.00 5281 Miners' 2-cell., 1.70 2577 2-cell (Vest) 1.20	No. 77 1.00 No. 98 1.00
Metal Tabulara SD79 S-cell (Unat) 1.70	No. 71
6240 Baby 2-cell 1.25 Kwik-lite Scamless Cell Flachlight Batteries—	GLASSES-
Kwik-lite Seamless Cell Flashlight Batteries— No. 1208 2-cell Baby Tubular	Ground Level— Proved Level—
No. 1208 2-cell Baby Tubular	1½\$.50 1½\$.10 2
No. 1801 8-cell Reg. Tubular	21/2
No. 1204 2-cell Penlite	3
No. 1206 2-cell Vest Pocket	3½
No. 1808 8-cell Vest Pocket	Gauge Glasses 40% off list.
No. 1809 8-cell Coat Pocket	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony,
FLATTERS-Blacksmith-2-in., \$1.25; 21/2-in., \$1.65; 8-in.,	Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c.
\$2.00; 8½-in., \$8.00.	30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.
FORGES-No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.
FREEZERS— Arotte	GLUE-Dry-AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D,
No. Bach No. Each 1\$2.85 6\$5.00	35c lb.; GX, 50c lb.; LXX, 45c lb.
2	Liquid
3 8.35 80 (Тоу) 1.95	Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75
4 4.00	Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75
White Mountain 10 2.85 18 7.80	Te Pages 1 og 2 og 14 nt 14 nt 14 nt 1 nt 1 gt
12	List Doz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25
18	Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00
14 500 94 1500	GRAPHITE—Flake, per lb., 75c.
16 6.40 26 20.00 FROES Special—Each 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00 Common—Each 12-in. \$1.95; 14-in., \$1.75; 16-in.,	GRINDERS-Carborandum No A 22 85 each: R 28 50: C.
\$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in.,	GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10,
\$1.50.	\$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75.
GALVANIZED WARE— No. Each	GRINDSTONES-Family, No. 020, 7-inch, \$2.00 each; 8-inch,
Boilers, Coffee- 500 2.00	\$2.50; 10-inch, \$2.85; 12-inch, \$8.25. Loose, 15 to 40 lbs.,
No. Each 600 2.49 801 1/2 \$.90 700 2.75	\$5.00 cwt.; 40 to 200, \$4.75; over 200, \$5.00. Mounted,
802 1.00 800 6.00	\$2.50; 10-inch, \$2.85; 12-inch, \$3.25. Loose, 15 to 40 lbs., \$5.00 cwt; 40 to 200, \$4.75; over 200, \$5.00. Mounted, No. 710, 1-inch \$7.00 each, 2 \$7.50, 3 \$8.00; 04, \$8.50; 05, \$7.00; 015, \$12.50; 025, \$9.00. Fixtures, 15-inch, \$1.00
808 1.65 900 7.00	Set; 17, \$1.25; 19, \$1.50.
804	HACKSAWS-Hand, Star-Length 8-in., 10c each; 75c dos.;
806	9-in., 10c each, 85c doz.; 10-in., 10c each, \$1.00 doz.;
810 2.75 110	11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 dox.
512 · · · · · · · · · · · · · · · · · · ·	Hand, Victor. All regular hand (including rail) blades—8-in.,
Bollers, Wash-	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10e
408 4 265 01	each, \$1.15 dox.; 12-in., 15c each; \$1.85 dox.
409 A 2.85 02	HAMMERS-Maydole Carpenters Nail, No. 1, \$1.20 each;
409 A 2.85	1 1/2, \$1.20; 2, \$1.00; 8, \$1.00; 11, \$1.20; 11 1/2, \$1.15; 12,
	\$1.00, 12.72, \$1.00, 18, \$00, 14, 800, \$1.00, \$1.72, \$1.00;
80 40 205 1.75 Buckets, Fire— Dippers—	81114, \$1.25. Maydole Chipping, No. 100, \$1.75 each;
112 1.00 210	HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 8, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00, 12½, \$1.00; 18, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 811½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 379, \$1.40; 770, \$1.75; 770½, \$1.40; 771, \$1.30; 772, \$1.20; 773, \$1.10; 774, \$1.00; 775, 90c; 776, 85c; 777, 80c; 778, 75c.
114 1.10 Hods, Coal—	Ball Pein, No. 375, \$1.75 each; 876, \$1.65; 377, \$1.60;
314	\$1.30: 772. \$1.20: 773. \$1.10: 774. \$1.00: 775. \$0e: 776
101	85c; 777, 80c; 778, 75c.
121	HANDLES-Adze, No. 320, House, 70c each; 321, Ship, 70c
*** · · · · · · · · · · · · · · · · · ·	each.
214 3.75 2 Gallon	Auger-No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50
8 4.50 3 Gallon 1.00	each 5 \$2.75 each
4 5.50 4 Gallon 1.15	Axe, Broad, No. 315, 70c each. Axe, Double Bit, No. 312, 70c each. Single Bit, No. 11, 85c each: 102, 85c each: 108, 75c.
	Axe, Single Bit, No. 101, 85c each; 102, 85c each; 108, 75c
Cans, Garbage— 140	each; 201, 60c each; 302, 70c each; 401, 50c each; 502,
200 1.15 Pails, Chamber—	each; 201, 60c each; 302, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 00, Hunters, 15c
300 1.35 410 1.00	Boys, 40c each; 507, Boy Scout, 20c each; 00, Hunters, 15c each; 1, Hunters, 20c each.
400 1.65 412 1.25	

Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621,	No. 781 14. 5x5-in 1.05 1.15 Cont. Ret. 5 1/2 5 1/2 in 1.25 1.50
10c each.	2 % 13 % · lb No. 341 HAN.
Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 80c each; 11, 25c each; 01000, 25c each; 01007, 80c each;	8x8-in
01018, 80c each; 9854, 80c each.	414-414 in50 .55
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.	5 1/ -5 1/ 1- 105 1.05 4x4-in
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each.	8 ½ · in
20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.	5½×5½·m 1.85 1.50
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c;	No. 165 F&D3. 1475 F&D2 .30 3.20
20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch,	Oont. Ret. 1475 SF2&N .25 2.80 116-in 8 .85 8 .40 1474 F&D2, 116 .25 2.40
15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 18 inch, 20c each.	2·in40 .45 No. 160 F&D2.
Hatchet, Box No. 43, 13 1/2 inch, 20c each; Broad No. 89,	8-in
16-inch, 25c each; Broad No. 89, 18-inch, 30c each; Broad	77 III
No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-	4 ½ · in 1.20 1.85 4 · in
each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 35, 14-inch, 25c each.	No. 165N&SF2. 4½-in95 1.05 Cont. Ret. No. 160 N.
	1 ½ in \$.40 \$.45 Cont. Ret.
Hoe, OXR, 4½, 85c each; XR, 4½, 85c each; XRM, 5½, 55c each; XRM, 6, 70c each; XRMC, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 51½,	2½-in
50c each; XP, 52, 60c each; XP, 52 1/4, 60c each; XP, 52 1/4, 70c each,	8½-in
	4-in80 .90 414.in 1.00 1.15
Maul, No. 335, 55c each; 336, 50c each. Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 45c each; 627, Drifting, 40c each; 325, Sur-	No. 295 F&D2. Cont. Ret.
iace, 75c each; 425, Suriace, 40c each; 525, Suriace, 60c	Pr. Ds. Pr. 3¼-in
each; 625, Surface, 40c each. Rake, XR, 5½, 50c each; XR, 6, 60c each.	2-in80 2.90 No. 295 H.
HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 3010, Plumb's, \$2.15; 3011, Plumb's, \$2.50. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10: TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.55; TB 4, Plumb's, \$2.75; PB 5, Plumb's, \$2.75;	8-in40 4.00 1½-in\$.80 \$8.85
Plumb's, \$2.15; 3011, Plumb's, \$2.50. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's,	No. 295 SF2. 2-in85 8.65 Pr. Ds. Pr. 214-in40 4.00
\$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, PTB 2, PTB 2, PTB 2, PTB 2, PTB 2,	1½-in
delphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.60; PTB 4, Philadelphia	2 1/2 · in Pr. Ds. Pr.
delphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Phila- delphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643,	8-in 40 4.60 2x2 \$.80 \$8.20 No. 295 N. 2½x2 80 \$.85
Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's,	Pr. Ds. Pr. 21221285 8.05
\$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85,	2-in
Claw, No. TO 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 8, Plumb's, \$2.10; PTO 1, Philadelphia, \$1.15; PTC,	2 ½-in45 4.60 Pr. Ds. Pr. 8-in50 5.85 2x2 \$.80 \$8.85
Philadelphia, \$1.25; PTO 3, Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612,	No. 788. 2½x2
Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.50.	8x8-in40 .45 8x845 4.90
Derrick-No. 582, Plumb's, \$2.00 each.	8½x8½·in
Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50.	4 4 x 4 4 - in
Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 8, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50;	5 % x 5 % · 12
2962, \$1.50; 2963, \$1.50. Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's,	6x6-in 1.40 1.50 8x8
\$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545,	3 ½ x2 ½·in \$.40 \$.45 Pr. Ds. Pr.
Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.26; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982,	8 4 x 8 44 .in 40 45 2 ½ x 2 40 4.25
\$2.25; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50.	41/4 x 4 1/4 in
Shingling, No. PST 1. Philadelphia, \$1.10 each: PTS 2.	5x5-in 1.00 1.20 1480 Feb 3 figs .85 4.00
Philadelphia, \$1.15; PTS 3, Philadelphia, \$1.25; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591,	5 ½ x5 ½-in 1.80 1.50 1.65 1.481 FAD2 .25 2.50 1481 FAD2 .25 2.60
\$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 593, Plumb's, \$1.50;	No. 241 SF 2. 1478 F&D2 .25 2.50
2951. Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2958, Plumb's, \$1.50.	Cont. Ret. 1478 SF2&N .25 2.80 2½x2½-in8 .45 8 .50 1480 F&D2 .25 2.20
Warehouse, No. 650 W, Plumb's, \$2.00 each.	818-in
HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c.	4x4·in
Linen, No. 012, 55e each; 015, 65c; 018, 85c; 020, \$1.00.	HINGES—FLOOR— Set
HINGES & BUTTS (Screws Included)— No. 900 Lt. Strap Hinges, 8-inch	Bommer, D 15\$1.50 SHA, E, 8½\$4.00 R, EA, 315 1.60 Rixon—7
Pr. Ds. Pr. 10-inch 1.30 12.75	SHA, E, 265 1.75 8 11.00 Chicago, R, EA, KF, 200 8.25 10
8-inch \$.20 \$ 1.75 12-inch 1.75 17.00 4-inch25 2.10 No. 888 Butts.	SHA, E, 200 4.00 15 18.50
5-inch80 3.15 Pr. Dz. Pr. 6-inch85 2.90 % inch \$.10 \$.75	SHA, E, 230 4.25 25 81,00
No. 985 Cor. Strap Hgs. 1 inch10 .85	Corbin—D, R, EA, 512. 1.50 80
Pr. Dz. Pr. 14-inch10 .95 4-inch \$.25 \$ 2.40 14-inch10 1.05	Katz-R. EA. KF. 2 1.85 Standard-R. EA. 450 6.35
5-inch45 5.75 1%-inch15 1.20 6-inch40 4.00 2-inch15 1.20	R, EA, KF, 3 8.25 R, EA, 452 10.15
8-inch60 5.60 24-inch15 1.45 10-inch90 9.50 24-inch30 1.60	SHA, E, 3 4.00 SHA, 452 10.75 R, EA, KF, 3½ 8.75
12-inch 1.55 15.00 2%-inch20 1.55	HOD8—Coal—
Pr. Dz. Pr. 31/2 inch25 3.50	Open Japanned— Open Galvanised 15
8-inch 15 \$ 1.75 No. 840.	16
5-inch 20 2.10 1 1/2-inch\$.15 \$1.45	1875 18 1.85
6-inch25 2.40 14inch15 1.60 No. 927 Cor. Tee Hinges. 2-inch15 1.65	2090 20 1.50 HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, \$3.00
No. 987 Cor. Tee Hinges. 2-inch	each; 9 E, \$3.50 each; 10 E, \$4.00 each; 11 E, \$5.00 each; 10 inch \$1.90 each; 11 inch \$2.25 each; 12 inch
5-inch	vacu, avinon, warev caca, il-inch, warev cach, ila-inch,
	\$2.70 each; 18-inch, \$8.05 each; 14-inch, \$8.75 each; 10-
6-inch60 5.00 8-inch25 2.20	HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, \$3.00 each; 9 E, \$3.50 each; 10 E, \$4.00 each; 11 E, \$5.00 each; 10-inch, \$1.90 each; 11-inch, \$2.25 each; 12-inch, \$2.70 each; 13-inch, \$3.05 each; 14-inch, \$3.75 each; 10-inch lids, 90e each; 11-inch lids, 95e each: 12-inch lids,

HOLLOW WARE—Continued	5-16-inch
\$1.25 each; 13 inch lids, \$1.45 each; 14 inch lids, \$1.60 each.	% to 2%-inch 6.50 8-inch and larger 7.50
Gem Pans—No. 1, 90c each; 2, 90c each; 5, 90c each; 8, 90c each; 10, \$1.20 each; 11, \$1.00 each.	Flats, all sizes
Griddles—No. 17, 80c each; 18, 95c each; 19, \$1.15 each; 20, \$1.50 each; 010, \$1.50 each; 012, \$1.65 each; 014,	Dover No. 70, \$2.75 set.
\$2.00 each.	JACKS—Bell Bottom, Net List. Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$8.50;
Kettles, Stove—No. 7, \$2.25 each; 8, \$2.65 each; 9, \$3.25 each; 07, \$2.25 each; 08, \$2:65 each; 09, \$8.25 each; Pots, Stove—No. 17, \$2.85 each; 18, \$3.25 each; 19, \$8.75	8L, \$6.75. KNIVES & FORKS—Iron Handled, \$1.25.
each; 017, \$2.75 each; 018, \$3.25 each; 019, \$3.75 each. Skillets or Spiders—No. 3, 75c each; 4, 80c each; 5, 85c	Butcher— No. Each No. Each
each; 6, 95c each; 7, \$1.05 each; 8, \$1.15 each; 9, \$1.35 each; 10, \$1,65 each; 11, \$2.10 each; 12, \$2.50 each; 7 W,	526— 5\$.65 1500— 7\$1.25 526— 5¼
\$1.85 each; 8 W, \$1.45 each; 70, \$1.00 each; 80, \$1.10 each; 90, \$1.25 each.	526— 685 1910— 680 526— 6½ 1.05 1910— 760
Waffle Irons—No. 7, \$2.00 each; 8, \$2.25 each; 9, \$2.50 each; 7 D, \$2.40 each; 8 D, \$2.75 each; 9 D, \$8.25 each;	526 9 1.90 2200 6 1.00
11, \$8.25 each; 12, \$4.50 each; 14, \$7.50 each.	526—10 2.35 2200— 7 1.35 526— 7 1.25 2200— 8 1.60
HOOKS—Bright. No. Dos. No. Dos.	526—12 8.85 3047— 660 526—14 4.00 3047— 6½70
0	790— 6 1.00 8047— 785 790— 7 1.80 8047— 8 1.00
\$	790— 8 2.00 8047—10 2.00 1500— 6 1.00 8047—12 2.50
4	Cheese— 675
6	Cooks French— Draw— 267— 6
9	267— 9 1.50 100— 7 4.00
11	267—10 1.85 100— 8 4.50 267—12 2.00 100— 9 5.00
18	Corn— 105— 6 1.50 275 105— 8 1.50
Gross—60% Discount from List. Brass No. 1412— Des. Des.	8
14	1060 105—12 2.00 KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan
%, 2 for 5c	Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.
1, 2 for 5c	KNOBS—Maple, Base, 5c each; 85c dos. LACING—Belt—
Dos	Leather Bristol
30 1%	Size 5-16 per ft08 112, per inch02
4, 2 for 5e	Size %, per ft 04 113, per inch 3.02% Size %, per ft 05 114. per inch 08 Size %, per ft 06 Wire-
HOSE COUPLINGS—Com. Size 1/4, each 20c; 1/4, 20c; 1/4, 20c.	8'-4 %, per ft08 No. 1, box 50 ft60 No. 2
HOSE (GARDEN)— Coupled 50 ft lengths—Aztec, 1/4 inch 21c foot, 1/4 inch 28c; Coupled 1/4 inch 20c in 21c; Delphon 1/4 inch 28c;	LADDERS-Extension, No. 1, 25c foot; Step, Climax, 50c foot;
Deluge, ½ inch 19c, % in. 21c; Delphos, ½ inch 18c; % inch 20c; Sierrs, ½ inch 20c, % inch 22c; Simi, ½ inch 16c, % inch 18c, 21c; Summit	Special, 40c foot; Standard, 25c foot. LANTERNS—Boys'—No. 539, 45c each; 1590, Cadet, 25c.
inch 18c; Solar Cotton, 1/2 inch 19c; 1/4 inch 21c; Summit, 1/4 inch 19c, 1/4 inch 21c; Ten Cee, 1/2 inch 16c, 1/4 inch 18c; Torrent, 1/4 inch 24c, 1/4 inch 26c; Union Arrow, plain, 1/4	Dash—No. 321, Prisco, \$1.85 each; 881, Prisco, \$2.15. Cold Blast Tubular—No. 820, Prisco (Little Wisard), \$1.40
inch 18c, % inch 20c; Union Arrow, WW, ½ inch 20c, %	each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R.
Reel, Not Coupled, Endurah Ribbed, ¼ inch 21c, ¾ inch 28c; Eudurah Smooth, ¼ inch 21c, ¾ inch 28c; Goodrich Ribbed, ¼ inch 22c, ¾ inch 24c; North Star Ribbed, ¼ inch 24c; Rajah Ribbed, ¼ inch 19c, ¾ inch	Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00.
Ribbed, % inch 22c, % inch 24c; North Star Ribbed, %	LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.
21c; Rajah Smooth, 1/4 inch 19c, 1/4 inch 21c; Utility Ribbed, 1/4 inch 18c, 1/4 inch 20c; Utility Smooth, 1/4 inch 18c, 1/4	LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos.
inch 20c.	LOCKS-Rim-Steel, 75c set; Cast, 60c set.
No. 815 Plow 8-in	LINES, OLOTHES—Cotton, Braided—No. 850, 65c each; No. 450, 40c each.
No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. 47.50 No. 317 Plow, 12-in. 54.00 No. 320 Plow, 8-in. 42.50 No. 321 Plow, 10-in. 50.00 No. 322 Plow, 12-in. 57.00 No. 456 Splitting Chies! 4.75	Cotton, Twisted-No. 140, 85c each; 150, 40c. Wire, Twisted-50 foot, 20 gauge, 85c each; 75 foot, 20
No. 820 Plow, 8-in	gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c.
	Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 8, \$1.75;
No. 495	MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 8, \$1.75; 02,\$2.25; 03, \$2.65; 04, \$8.00; 05, \$3.75. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot.
4 ½-ft. 1.40 5-ft. 1.50 6-ft. 1.65	MATTOCKS—
6-ft. 1.65 No. 1 Ice Tongs V & B. 1.75 No. 2 2. 2.00	Short Cutter, No. 1800 Each \$1.75 Long Cutter, No. 1790 Each 1.75 Pick, No. 1810 Each 1.75
No. 8 2.25	Handled, D E 3
No. 540, 18-inch 2.00 14 1/4 inch 2.15 16 1/4 inch 3.25	Handled, S Q S ½
Pond Ice Saws—Tiller Handle. 4.42-foot 5.75	MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A,
5-foot 6.25 5½-foot 6.75	25c. Dble Face (see Hammers).
IRON-Bars Small Lots.	MILLS—Older— Junior
(Cutting Extra) Common Bar\$.06 lb. Base	Medium 80.00 Force Feed 18.00 MOPS— Slasher Cotton
Common Bar \$.06 lb. Base Angle Iron, ¼-inch .10 Angle Iron, 3-16-inch .08 Angle Iron, ¼-inch and heavier .07 %	15 ox., each\$.75 18 ox., each 85 18 ox., each 85
Angle Iron 14 inch and heavier 07%	
Rd., sq. and sq. twisted—	21 os., each 1.00 21 oz., each 1.00 MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-	OIL—Boiled Linseed, \$1.66 -al. OILERS— 14 B
in., \$6.50. NAILS—Base per Keg, \$5.80. 50 to 99 Us., add 50c per	Mowing Machine—
100 lbs. to Keg price. 1 to 50 lb. Fine Blue 248	8 B 40 11 1.25
Common 243d08 Barb Roof 1 to 1½10 Common 445d08 Plaster Board10	1120
Common 687d	12
Casing 4.5d	13 A
Finishing 248d	14 AA
Smooth Box 4 to 6d08 Bulk, lb80	Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.
Barb Box 6	OVENS, PORTABLE—Boss
Bulk, lb	No. Each No. Each 012 \$5.25 550 \$5.50 5.75 700 5.50
14 lb	0200 5.25 750 6.50 450 5.50 755 6.75
NETTING, POULTRY—Hexagon, Galvanised After Weaving— 2 inch, 20 gauge—List roll, 12in., \$2.14; 18in., \$3.08; 24in., 3.92; 30in., \$4.68; 36in., \$5.85; 48in., \$7.13; 60in., \$8.91;	Perfection 121 G 4.75 122 G 5.75 Pinney & Boyle
#0! 01 0 #0	18 2.00 88 2.25 17 2.25 37 2.50
8eil Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$3.50; 30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00; 72in., \$9.65.	17 G 2.50 87 G 2.70 PACKING Sheet Rubber Standard 20e lb.: Rainbow. 90c:
8ell Out (lin. ft.)—12in., 1 %c.; 18in., 2 %c; 24in., 8 %c; 30in., 8 %c; 36in., 4 %c; 48in., 5 %c; 60in., 7 %c; 72in., 8 %c.	Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water,
1½ inch, 20 gauge—List roll, 12in., \$3.15; 18in., \$4.58; 24in., \$5.78; 30in., \$6.90; 36in., \$7.88; 48in., \$10.50; 60in., \$13.18; 72in., \$15.75. Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$2.0; 81.80; 84.10; 24in., \$2.0;	Low Pressure, \$1.25. PADS—Sweat—No. 68 N12, Red Edge, 75c; No. 146 A13,
801n., \$13.15; 721n., \$10.70; Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20; 30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80;	Blue and White striped, \$1.80. PADLOCKS—Corbin No. Each No. Each 9902
72in., \$14.20. Sell Out (lin. ft.)—12in., 2½c; 18in., 3%c; 24in., 4½c;	958
30in., 5½c; 36in., 6½c; 48in., 8½c; 60in., 10½c; 72in., 12½c. i nch. 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12;	2822 ½
1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 80in., \$10.88; 36in., \$12.88; 48in., \$16.50; 60in., \$20.68; 72in., \$24.75.	2880 1.75 453 J
Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20; 30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.80.	2883 3.00 563 1.25 Miller 565 1.50
Sell Cut (lin. ft.)—12in., 4c; 18in., 5%c; 24in., 7%c; 80in., 8%c; 86in., 10c; 48in., 18%c; 60in., 16%c; 72in.,	016
19 % c. % inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.80; 24in., \$15.68; 30in., \$18.71; 86in., \$21.88; 48in., \$28.50;	18 B
60in., \$35.63; 72in., \$42.75. Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10;	21
30in, \$16.85; 86in, \$19.25; 48in, \$25.65; 60in, \$32.05; 72in, \$38.48. Sell Cut (lin. ft.)—12in, 6%c; 18in, 9%c; 24in, 12%c;	7885 823 1.75 9650 833 2.00
30in., 15c; 36in., 17 %c; 48in., 22 %c; 60in., 28 %c; 70in., 34 %c.	96 C
NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75.	Slaymaker 1902
NIPPLES—Right Hand. Size 2 2 3 8 4 4 5 6 7 8 4, black .04 .06 .06 .07 .08 .10 .12 .15	PAINT SUNDRIES-
14, galv06 .11 .11 .11 .12 .14 .16 .18 .22 .14, black .04 .06 .06 .06 .07 .08 .10 .12 .15	Alcohol (Denatured) Gal. 1-gallon \$1.50
% galv. 06 .11 .11 .11 .12 .14 .16 .18 .22 %, black .04 .06 .06 .06 .07 .08 .10 .12 .15 %, galv. 06 .11 .11 .11 .12 .14 .16 .18 .22 %, galv. 05 .07 .07 .07 .08 .10 .12 .14 .16 .18 .32	Glue Lb. Gals
7, galv06 .11 .11 .13 .16 .18 .22 .26	Chicago White65 QuartsQt95
%, black 06 09 09 09 09 11 18 17 18 %, galv. 08 14 14 14 14 18 31 35 33 1 black 08 18 18 18 18 18 16 18 28 35	500 lbs. or more18
14, black .11 .11 .17 .17 .17 .20 .24 .29 .38	12 ½-lb. kegs14 ½ Oil Gal. Paint, Dry Colors Floor65
1 4, galv17 .17 .29 .29 .29 .32 .88 .45 .53 14, black .18 .18 .20 .20 .20 .25 .29 .36 .40 14, galv21 .21 .35 .35 .35 .39 .46 .54 .60	Chrome Green, Med. 15 Lard, No. 1 2.50
2, black .18 .18 .27 .27 .27 .82 .88 .50 .54 .2, galv27 .27 .47 .47 .47 .53 .61 .68 .75	Princess Metallic04 Linseed, Boiled 2.25 Rew Sienna07 Linseed, Raw 2.28
NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size 4, 70c lb.; 5-16, 65c lb.; 3, 50c lb.; 7-16, 45c lb.; 4, 40c lb.; 9-16, 35c lb.; %, 30c lb.; %, 25c lb.; %, 25c lb.; 1,	Venetian Red
25c lb. Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.;	GalaGal. 4.40 Barrels
5-16, 30c lb.; 36, 27c lb.; 7-16, 25c lb.; 36, 21c lb.; 36, 19c lb.; 36, 17c lb.; 36, 16c lb.; 1, 16c lb.	A PAIR A UTAL Z.OU LUCKS VIII VIII
OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 25c lb.	14-pints 12-Pt40 Less 25 lbs
OAR LOCKS—2-in., per pair 40c; 21/4-in., per pair 60c; 21/4-in., per pair, 70c.	Gals
OPENERS (CAN)— Rach. No. Each. 4 .10 140 .10	Pints
16	2nd Grade White or Colors—Old English

PAPER—Building— P & B No. 1—500	1-in. 1½-in. 1½-in. 23-in.
4¼	6-in. Long 08 10 10 15 10 15 15 15 15 15 15 16 15 16 15 16 18 15 16 18 Gal. Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. 15 20 15 25 20 30 25 40 4-in. Long 20 15 25 20 80 25 40 5-in. Long 20 15 25 20 80 25 40 6-in. Long 25 20 80 25 80 38 45
2½x4½	PIPE, GAS AND WATER—Black, % inch, 7c foot; % mch, 7c; % inch, 7c; % inch, 9c; % inch, 11c; 1 inch, 15c; 1% inch, 20c; 1% inch, 20c; 2 inch, 85c. Galvanized. % inch, 9c foot; % inch, 9c; % inch, 9c; % inch, 11c; % inch, 14c; 1 inch, 20c; 1% inch, 25c; 1% inch, 85c; 2 inch, 45c.
48	PIPE. STOVE—29 Gauge, Nested. Full Joints—Size 8-inch, 25c; 5-inch, 30c; 6-inch, 80c; 7-inch, 40c. 3-inch Japan, 30c joint; 4-inch, 45c. 8-inch Galvanized, 40c joint; 4-inch, 45c. 8-inch Galvanized, 40c joint; 6-inch, 20c. Taper Joints—6-inch 15c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint. For future delivery, prices withdrawn. PITCH—Asphaltum—5-ib. can, 35c; 10-ib. can, 70c; 25-ib. can, 31.50; 55-ib. can, 32.75; ½ Bbl. 34.50; Bbls. 38.00. PLANES—Wood Smooth, \$1.25 each; Weed Jack, \$1.50. PLANES—Block Bailey, No. 9½, \$1.85 each; 9½, \$2.25; 15, \$2.10; 16, \$2.10; 17, \$2.25; 18, \$2.25; 19, \$2.40. Block, Bailey, No. 9½, \$1.85 each; 9½, \$2.25; 15, \$2.10; 16. \$2.10; 17, \$2.25; 18, \$2.25; 19, \$2.40. Block, Stanley, No. 60, \$2.10 each; 60½, \$1.95; 61, \$1.85; 65, \$2.45; 100, 45c; 101, 40c; 102, 65c; 103, 90c; 110, 85c; 120, \$1.35; 130, \$1.40; 131, \$2.25; 208, \$1.20; 220, \$1.40. Iron, Bailey, No. 2, 2 C, \$3.25 each; 8, 8 C, \$3.40; 4, 4 C, \$3.75; 4½, 4½ C, \$4.25; 5, 5 C, \$4.25; 5½, 5½ C, \$5.00; 60 C, \$5.65; 7, 7 C, \$6.40; 8, 8C, \$7.65. Iron, Stanley, No. 602, 802 C, \$8.50 each; 603, 603 C, \$3.85; 604, 604 C, \$4.25; 604¼, 604½ C, \$4.25; 604¼, 604½ C, \$4.25; 604%, 605 C, \$4.85; 605½, 605½, 605 C, \$2.25; 608, 608 C, \$3.50. All Wood, Plain, 3W, \$1.10 each; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50. Rabbet, No. 10, \$5.40 each; 10½, \$4.50; 75, 60c; 90, \$3.25; 92, \$3.25; 93, \$4.00; 190, 191, 192, \$2.35. PLIERS—Bernard'a, No. 100, 4½-inch, \$1.00; 6½-inch, \$1.20; 60; 104, 4½-inch, \$1.25. No. 102, 4½-inch, \$1.50; 5-inch, \$1.50. No. 108, 6-inch, \$1.25. No. 108, 6-inch, \$1.25. No. 109, 7-inch, \$1.50. No. 108, 6-inch, \$2.25; 8-inch, \$2.25; 8-inch, \$2.25; 8-inch, \$2.25; 8-inch, \$2.25; 8-inch, \$2.55; 8-inch,

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70e; 2 pound, \$1.40; 5 pound, \$3.00. Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart	Each Bach S04 B
\$1.25. Show thite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, POLISHES—Continued. Shoe, Satinola, 15c.	343 B, 353 B. 18.50 38 S. & W. Perfected. 20.00 344, 354 18.50 1908 Military 24.50 344 B, 854 B. 14.00 1911 Target 22.50 360 B, 365 B. 14.25 New Departure 32 18.50
10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, POLISHES—Continued. Shoe, Satinola, 15c. Satinola, 15c.	Smith & Wesson New Departure 38 20.00 1905 Military, Police. 22.00 RIVETS—Stetted Clinch, Coppered Steel—No. 9, 10s box; 98,
Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk, 20c; 2 Black Eagle, 20c; 10 E Enameline, 15c. Paste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c; 20	10c box. Tinners', in Papers—Black: Plus 10%; tinned, plus 10%. Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c;
Black Silk, \$1.85; 01 Black Eagle, 30c; 95 Black Eagle, \$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black Jack, 15c; 1 Rising Sun, 15c.	8 ½, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c. RIFLES—No. and Model— 16 A TD—Standard \$2.75
POTS—Fire Gasoline, C. & L. 1\$14.50 8 Quart	Daisy Air Each Stevens 25 \$ 4.25 Little Scout 4.00
5 18.50 12 Quart 1.50 21 12.00 16 Quart 1.75	25 \$4.25 Little Scott 4.00 40 4.25 Crack Shot 4.85 8 2.65 Marksman 6.50 80 \$2.25 Favorite 7.85
71	11 1 1.50 70 TD22 11.50
221 17.50 6 Quart	4
PULLERS—Nail—Rex, \$1.45 each; Rex. Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.	22 1.50 1892 SF—Round Brl. 28.50 Marlin SF—Octagon Brl. 25.00
PULLEYS—Brass Surew, No. 850, ½-inch, 10c each; %, 10c each; 10c each; 1, 15c each; 1½, 25c each; 1½, 25c each. No. 870. %-inch, 25c each: 1, 85c each.	20 TD—Octagon Brl. 17.50 SF—Carbine 23.00 27 TD—Round Brl. 20.50 TD—Octagon Brl. 25.00 TD—Octagon Brl. 27.50
each; %, 10c each; 1, 15c each; 1%, 25c each; 1%, 85c each. No. 870, %-inch, 25c each; 1, 35c each. 170, %-inch, 25c each. 1, 15c each. 170, %-inch, 25c each. 18 each; %, 25c each. 170, %-inch, 25c each. 170, 15c each, 2%, 20c each; 660, 15c each, 670, 15c each, 1600, 2 15c each, 2%, 20c each; 1660, 15c each, 670, 15c each; 1660, 15c each, 170, 15c each; 1660, 15c each; 15c each; 1660, 15c each; 1	TD—Octagon Brl. 28.00 29 TD—Round Brl. 15.50 1897 TD—Bound Brl. 21.50 TD—Octagon Brl. 28.50 TD—Octagon Brl. 28.50 TD—Octagon Brl. 28.50
	Remington 1895 SF
20c each; 1670, 20c each; 6850 G, 20c each; 6500, 45c each. Hay Fork, No. 1267, 60c each; 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$1.95 each.	12 TD—Round Barrel. 18.20 1903 TD—Plain \$2.00
PULLEYS Frame No. 4 Ottumwa per dos., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.	TD—Octagon Bri. 20.20 TD—Fancy 56.00 14 & TD—Standard 22.85 1906 TD 18.50 TD—Oarbine 32.75 1907 TD 40.00
PUMPS—P. S.—1, \$8.00; \$, \$8.40; \$, \$8.85; 4, \$4.25. PUTTY—Per lb, 10c.	ROPE—Cotton Thread—Size 8-16, 75c lb.; ¼ to 5-16, 75c; ¼ to ¼, 75c; ¼ to 1, 75c. Manila—Base, 45c lb Sisal, Base, 35c lb.
RAIL (HOUSE DOOR)— Prouty No. 5	PITT PR PAYMAND Inflin Granian No. 171 (26) 25c arch.
Richards-Wilcox No. Foot No. Foot 9\$.12 16,019\$.50	No. 372 (86½) 55e; No. 378 (8) 95c; No. 386 (82) 55e; No. 388 (32½) 80c; No. 465 (69) 15e; No. 488 (57) 50e; No. 651 (68) 15e; No. 703 (18) 80e; No. 751 (61) 30e;
182, 018250 150	No. 752, (70) 80e; 761, (63) 80e; No. 762B, (7) 90e; No. 771, (84) 50e; No. 780, (63½) 65e; No. 781, (63)
BASPS —Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.80; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.85; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00. RAZORS (SAFETY)— Eveready	No. 372 (36%) 55e; No. 378 (3) 95e; No. 386 (33) 55e; No. 386 (32%) 80e; No. 465 (69) 15e; No. 488 (57) 50e; No. 651, (68) 15e; No. 702 (18) 80e; No. 751, (61) 20e; No. 752, (70) 80e; 761, (68) 80e; No. 762B, (7) 90e; No. 771, (84) 50e; No. 780, (62%) 65e; No. 781, (62) 65e; No. 861A, (58%) 65e; No. 862C, (83%) 95e; No. 871, (52) 60e; No. 881, (54) 70e; No. 981, (60) 85e; No. 3851 (66%) 50e; No. 3851 (66%) 50e; No. 3861 (66%)
No. 700, each\$1.00 706 B, Blades, Pkg\$.80	TITLE STO SAG Inflin Grantes No. 204 W 404 and
2, each 8.00 Gem 800, each 1.00 800 B, Blades, Pkg	No. 806 F, 60e; No. 8518 (08), 85e; No. 8514 (04), 50e; No. 8515 (05), 60e; No. 8516 (06), 70e; No. 8518 (08), 95e; No. 8528 (408 F), 85e; No. 8524 (404 F), 40e; No. 8525 (405 F), 50e; No. 8526 (406 F), 60e; No. 8613 (103), 45e; No. 8614 (104), 50e; No. 8615 (105), 65e; No. 8616 (106), 80e; No. 8624 (854 F), 45e; No. 8626 (856 F), 65e.
Enders 900, each 1.00 900 B, Blades, Pkg25 Durham Domino	45c; No. 8614 (104), 50c; No. 8615 (105), 65c; No. 8616 (106), 80c; No. 8624 (854 F), 45c; No. 8626 (856 F), 65c.
1000, each	SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Eip 7
460, each 5.00 500, each 5.00 460 B, each 5.00 500 B, each 6.00	D-8 à 1874 285 3.50 2.60 2.70 3.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10 12 2.70 3.85 3.05 8.25 8.45 8.70
470, each 5.00 501, each 5.00 501 B, each 6.00 6 X B Blades, Pkg50 12 X B Blades, Pkg. 1.00	112 2.80 2.95 8.20 8.85 8.60 8.85 D-21 & 22 2.50 2.65 2.85 8.05 8.25 8.50
Auto Strop 1, set	D-20 & 28
25, set 6.50 600 ½ B Blades, Pkg50 251, set 5.00 REGISTERS	D-115 & 15 8.80 8.90 4.05 4.20 4.40 4.65 SAWS—One Man—
Jap 6x8\$1.55 White 6x8\$1.85 Jap 8x10	8tmonds Dissten Chinock C.O. Chineck C.O. 45th 58.75 48.50 6 ft. 89.60 5 48.55 4.5th 51.80 6 6 6.50
Jap 10x13	4% ft. 4.80 4.80 7 12.00 6% 7.80 5 ft. 4.80 5.00 7% 18.35 7 8.15 7 9.50
### ##################################	Simonds Felling same price as Royal Chinock C. C. Atkins No. 400 and 401—
Jap 10x12 1.70 White 10x12 2.20 Jap 10x14 2.80 White 10x14 2.85 White 13x14 3.65	28 in
REVOLVERS— Colta, Model Each Each	Atkins No. 68 and 69— 28 in
Pocket Positive	24 in
Police Positive Target. 18.00 263 B, 278 B 9.50 Army Special\$18.00 264, 274 9.50	28 in
Bingle Action	Atkins No. 64— 28 in
203, 223 8.00 800 B, 808 B, 828 B. 12.50 208 B, 228 B 8.50 804, 324 12.50	26 in
	Digitized by Google

SAWS—Continued. Hand—		
	Atkina No. 66 and 67-	D Handle, No. 1 A F. \$1.90 each: 2, \$2.00 R \$2.06 4.
28 in\$3.60	22 in 2.65	D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 8, \$2.06; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$8.00; 749, \$8.15; 750, \$3.25.
26 in 3.15	20 in 2.50	\$2.90: 742 \$2.25: 748 \$2.40: 744 \$2.50: 745 \$2.60: 746
24 in 2.90	18 in 2.20	\$2.75 : 747 \$2.90 : 748 \$3.00 : 749 \$3.15 : 750 \$3.25
Atkins No. 70-	20 121111111111111111111111111111111111	The last figure in the number of a scoop shows its size.
28 in\$2.85	22 in 2.10	SCREWS- Iron Bench-
26 in 2.40	20 in	%\$1.00 1% 1.40
24 in 2.20	18 in 1.79	½ 1.10 1½ 1.50
No. 5 Simonds, No. 12 Diss	24-inch 8.50	\$\frac{1}{2}\$ \$1.00 1\frac{1}{2}\$ 1.40 \$\frac{1}{2}\$ 1.10 1\frac{1}{2}\$ 1.25 1 1 1.20 1\frac{1}{2}\$ 2.25
ton or No. 69 Atkins.	26-inch 8.85	Wood Hand-
20-inch\$2.65	28-inch 4.25	6 inch\$.45 14 inch 1.10
22-inch 8.00	80-inch 4.75	8 inch
No. 8 Simonds, No. D8	20-inch 2.25	8 inch
Disston or No. 51	22-inch 2.50	12 inch
Atkins.	24-inch 2.65	Jorgensen-
20-inch	26-inch 2.75	
32-inch	28-inch 8.25	
		No. 1
34-inch 2.85 26-inch 8.00	No. 4 Simonds or No. 120	SCREWS—Wood—
90-inch 0.50	Disston.	
28-inch 8.50 80-inch 8.75	26-inch\$4.00	Contr. Broken Flat Hd. Brt.—Small Quant. Full Pkg. Pkg. 5c Dozen to \$1.00 List
No. DIOO or No. D20	28-inch 4.25	
		FH Brt60% 50% 10c Dosen to 2.00 List
Disston.	No. 112 Disston.	FH Bl60% 50% 15c Dozen to 8.00 List
26-inch	26-inch	RH Bl60% 50% 20c Dosen to 4.00 List
28-inch 8.50	28-inch 8.50	RH Nic 50% 40% 25c Dosen to 5.00 List
Back 13 in 2.35	Butcher No. 10, 16 in. 1.25	FH Gal40% 80% 80c Dosen to 6.00 List
Back 14 in 2.50	18 in 1.85	FH Brs20% 20% 35c Dozen to 7.00 List
Back 18 in 2.75	20 in 1.50	RH Brs30% 20% Retail
Back 20 in 3.00	22 in 1.65	Contr's, by dos.
Back 22 in 3.25	Kitchen No. 2, 12 in45	Lag list Plus 25%. Cap V. thread list Plus 25%.
Compass No. 2, 10 in60	14 in	Oap SAE
12 in	16 in	Set
14 in	Mitre 24 in 8.50	Oap SAE list Plus 25% Set list Plus 25% Machine Iron 80% off list.
16 in	26 in 8.75	Washing Proces 11st Plus 2006
Disston.	28 in 4.25 80 in 5.00	Machine Brass
16-inch\$1.80	Nest Complete No. 3. 1.50	
18-inch 1.90	Mest Complete Mo. S. 1.50	Bench-Iron-1-inch. \$1.00: 14-inch. \$1.25: 14-in.
Buck-		\$1.50; 1\(\frac{1}{2}\)-inch, \$2.25. Wood-2-inch, \$1.25.
Com Sgl Brace V tooth	1.00	SCREW DRIVERS-Yankee-30, \$2.00; 51, \$8.75; 55,
Com Dbl Brace Tuttle tooth	1.75	3 1.50; 130, 3 2.25; 181, 3 3.90.
Com Dbl Brace Tuttle tooth Com Dbl Brace V tooth	1.5n	Brass, 40% to List Frice. Bench—Iron—1-inch, \$1.00; 1\(\frac{1}{2}\)-inch, \$1.25; 1\(\frac{1}{2}\)-in, \$1.50; 1\(\frac{1}{2}\)-inch, \$2.25; Wood—3-inch, \$1.25. SCREW DRIVERS—Yankes—30, \$2.00; \$1, \$2.75; \$5, \$1.50; 180, \$2.25; 181, \$2.90. SOREW DRIVERS—G. & P.—367—1\(\frac{1}{2}\), \$5e; \$, 40e; 4, 45e.
SAW CLAMPS—Stearns. 3, \$ 200, \$1.50; Went, 2, \$2.50; \$1.50; N88, \$2.00; No. 11 wi	1.75; 0, \$1.00; 105, \$2.50;	SCITHES—BUSA—
200, \$1.50; Went, 2, \$2.50;	Perfection, \$1.00; No. 10,	No. Each No. Each
\$1.50; N88, \$2.00; No. 11 wi	th guide, 88.25.	400\$1.90 450\$1.90
BAW BETS—		Weed
201 G. & P\$1.00	Colonial 1.35	300 1.90 350 1.90
Spec. Morrill 1.10	7 Taintor 1.10 28 Triumph 1.25	Grass 100 100 100
105 Morrill	28 Triumph 1.25	200 1.90 100 1.90
1 Morrill 1.00	Hammer85	200 1.90 100 1.90 250 1.90 150 1.90 STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.
10 1.00	Lever	
		SIED MIN SEE HUI. 1001, 201, 2011, 000, 2011, 1010, 2011, 1010, 2011, 1010, 2011, 1010, 2011, 1010, 2011, 20
77		STEEL GOODS-Forks, Alfalfa-Ao1841/2, \$2.00 each; Ao185,
77		STEEL GOODS—Forks, Alfalfa—Ao184 ½, \$2.00 each; Ao185, \$2.00 each.
77	Morin No. 2 3.25	STEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D,
77	Morin No. 3 2.25 Morin No. 3½ 2.75	STEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Be18D, \$2.00: Bo50D, \$2.75.
77	Morin No. 2 2.25 Morin No. 2½ 2.75 Morin No. 84 1.00	8TEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each; Barley—Bo185, \$2.00 each; B0505, \$2.75; Be18D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.
77	Morin No. 2 2.25 Morin No. 2½ 2.75 Morin No. 8 1.00 Setting Tool Disston—	STEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Be18D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65
77	Morin No. 2 2.25 Morin No. 2½ 2.75 Morin No. 8 1.00 Setting Tool Disaton— No. 100	8TEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; Bo505, \$2.75; Bo18D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85;
77	Morin No. 2 2.25 Morin No. 2½ 2.75 Morin No. 8 1.00 Setting Tool Disston— No. 100	8TEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Be18D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85; o 3165¼. \$2.00.
77	No. 4 Blocks, Morin. 1.00	8TEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Be18D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85; o 3165¼. \$2.00.
77	No. 4 Blocks, Morin. 1.00	STEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each. Forks, Barley—Bol85, \$2.00 each; Bo505, \$2.75; Bel8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155½, \$2.25; Ro156½, \$2.35; Ro164½, \$2.40; Ro165, \$2.60; Ro165½, \$2.25; Ro155½, \$2.25; Ro156½, \$2.25;
77	No. 4 Blocks, Morin. 1.00	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Blocks, Morin. 1.00	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Setting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior 75	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Steting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Steting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; BosoD, \$2.75; Bel8D, \$2.00; BosoD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Bol55, \$2.55; Ro155½, \$2.25; Ro156, \$2.25; Ro166½, \$2.60; So155, \$2.25;
77	No. 4 Steting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rev 1.00 Atkins Excelsior 75 2.50 each; 1102, \$2.25 each; 108, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808,	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; O 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol56½, \$2.35; Bol66½, \$2.40; Bol65, \$2.50; Bol65½, \$2.35; Sol55½, \$2.35; Sol5½, \$2.35;
77	No. 4 Steting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; O 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol56½, \$2.35; Bol66½, \$2.40; Bol65, \$2.50; Bol65½, \$2.35; Sol55½, \$2.35; Sol5½, \$2.35;
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior 75 2.50 each; 1102, \$2.25 each; ; 103, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 71/4-inch 35c, 81/4-inch h, 20c; 255, 4-inch 25c, 41/4-	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.50; o4E½X, \$1.50; o4E½X, \$1.25; o4E½X, \$1.25; o4E½X, \$1.25; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.50; o4E½X
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior 75 2.50 each; 1102, \$2.25 each; ; 103, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 71/4-inch 35c, 81/4-inch h, 20c; 255, 4-inch 25c, 41/4-	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.50; o4E½X, \$1.50; o4E½X, \$1.25; o4E½X, \$1.25; o4E½X, \$1.25; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.35; o4E½X, \$1.50; o4E½X
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo505, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.80 each; o 3155B, \$1.85; o 8165½, \$2.20. Forks, Hay—No. o 3154½B, \$1.80; o 8165, \$1.85; o 8165½, \$2.20. Forks, Header—Rol54½, \$2.25 each; Rol55, \$2.25; Rol55½, \$2.25; Rol56, \$2.35; Rol64½, \$2.40; Rol65, \$2.50; Rol65½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol56½, \$2.25; Rol65½, \$2.25; Rol65½, \$2.25; Rol65½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; c5DX, \$1.60; c5D, \$1.75; c6DX, \$1.50; c5DX, \$1.50; c5D
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; O 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol56½, \$2.35; Bol66½, \$2.40; Bol65, \$2.50; Bol65½, \$2.35; Sol55½, \$2.35; Sol5½, \$2.35;
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each. Forks, Barley—Bol85, \$2.00 each; B0505, \$2.75; Bol8D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3165½B, \$1.75; O 8164½, \$1.80; o 8165, \$1.85; o 3165½, \$2.20; Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155¼, \$2.25; Ro156½, \$2.35; Ro166½, \$2.60; So155½, \$2.25; Ro156½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.50; o64½X, \$1.50; o64½X, \$1.50; o64½X, \$1.50; o6DX,
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75. Bol8D, \$2.00: Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; 0 \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Rol55½, \$2.40; Rol55½, \$2.25; Rol56, \$2.35; Rol66½, \$2.40; Rol65½, \$2.50; Rol65½, \$2.55; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; c5D, \$1.75; c6DX, \$1.50; c64½X, \$1.25; c64½X, \$1.35; c64½X, \$1.35; c64½X, \$1.50; c64½X, \$1.55; c64½X, \$1.50; c64½
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; O 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$2.25; Rol55½, \$2.25; Rol56½, \$2.35; Rol66½Z, \$2.30; Rol66½Z, \$2.35; Rol66½Z, \$1.60; A0½Z, \$1.75; Rol20; A0½Z, \$1.75; Rol20; Rol2
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo505, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.80 each; o 3155B, \$1.85; o 8165½, \$2.20; Born or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.80; o 8165, \$1.85; o 8165½, \$2.20. Forks, Header—Rol54½, \$2.25 each; Rol55, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol55½, \$2.25; Rol56½, \$2.25; Rol65½, \$2.25; Rol55½, \$2.25; Rol65½, \$2.25; Rol65½, \$2.25; Rol65½, \$2.25; Rol65½, \$2.25; Sol55½, \$2.25; Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o60½, \$1.75; o60
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; 0 \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Bol55, \$1.85; o \$165½, \$2.25; Rol56, \$2.35; Bol66½, \$2.40; Rol65½, \$2.50; Rol65½, \$2.50; Rol65½, \$2.50; Rol55½, \$2.25; Rol55½B, \$2.25; Rol55½B, \$2.25; Rol55½B, \$2.85. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.50; each; o5DX, \$1.60; c5D, \$1.75; o6DX, \$1.50; o64½X, \$1.175; o44½X, \$1.35; o44½X, \$1.35; o44½X, \$1.35; o44½X, \$1.50; o44½X, \$1
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	\$2.00 each; Forks, Barley—Bol85, \$2.00 each; B0505, \$2.75; Bol8D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.80 each; o 3155B, \$1.85; o 3165½, \$2.20. Forks, Hay—No. o 3154½B, \$1.80; o 3165, \$1.85; o 3165½, \$2.20. Forks, Header—Rol54½, \$2.25 each; Rol55, \$2.25; Rol55¼, \$2.25; Rol56, \$2.85; Rol64½, \$2.40; Rol65, \$2.50; Rol65½, \$2.25; Rol66, \$2.60; Sol55½, \$2.25; Rol56½, \$2.25; Rol66½, \$2.60; Rol65½, \$2.25; Rol65½, \$2.25; Rol66½, \$2.60; Rol65½, \$2.25; Rol66½, \$2.50; Rol66½, \$2.55; Sol55½, \$2.25; Sol55½, \$2.25; Sol55½, \$2.25; Rol66½, \$2.60; Rol65½, \$2.55; Sol55½, \$2.25; Rol66½, \$2.60; Rol65½, \$2.55; Sol55½, \$2.25; Sol55½, \$2.25; Rol66½, \$2.60; Rol65½, \$2.55; Sol55½, \$2.25; Rol66½, \$2.60; Rol6½, \$2.55; Sol55½, \$2.25; S
77	No. 4 Steing Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rez 1.00 Atkins Excelsior	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75. Bol8D, \$2.00: Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.85; o \$165½, \$2.00. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.85; o \$165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155½, \$2.25; Ro166½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro166, \$2.25; Ro166, \$2.25; Ro166, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro165½, \$2.25; Ro166, \$2.25; Ro166, \$2.25;
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings. 1.00 Atkins Rex. 1.00 Atkins Excelsior. 75 2.50 each; 1102, \$2.25 each.; 108, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 7%-inch 35c, 8%-inch h, 20c; 255, 4-inch 25c, 4%- h, 20c; 255, 4-inch 25c, 4%- h, 55c, 6-inch, 40c; 820, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 55c; 56, \$1.00; 56%, \$1.06; 5, \$1.05; 155%, \$1.10; 156, 5, \$1.05; 155%, \$1.10; 156, 6, \$1.06; 364%, \$1.15; 41.00; 468%, \$1.05; 464, 45; 574%, \$1.50; 668, \$1.30; 68, 95c; 768%, \$1.00; 764, 15; 765%, \$1.20; 766, \$1.25; 44, \$1.10; 814, \$1.20; 766, \$1.25; 44, \$1.10; 814, \$1.20; 764, \$1.34;	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each. Forks, Barley—Bol85, \$2.00 each; B0505, \$2.75; Bol8D, \$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3165½B, \$2.00; Forks, Header—Rol54½, \$2.25 each; Rol55, \$2.25; Rol55½, \$2.25; Rol56, \$2.35; Rol64½, \$2.40; Rol65, \$2.50; Rol65½, \$2.25; Rol55½, \$2.25; Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; e5D, \$1.75; e6DX, \$1.50; e64½X, \$1.50; e64½X, \$1.50; e64½X, \$1.50; e6DX, \$1.50; e
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings. 1.00 Atkins Rex. 1.00 Atkins Excelsior. 75 2.50 each: 1102, \$2.25 each.; 108, \$4.00 each; 115, \$4.00) each: 202, \$4.50 each; 808, ch; 44, 7%-inch 35c, 8%-inch h, 20c; 255, 4-inch 25c, 4%- h 35c, 6-inch, 40c; 250, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 5c; 56, \$1.00; 56%, \$1.06; 5, \$1.05; 155%, \$1.10; 156, 5, \$1.05; 155%, \$1.10; 156, 63; 364, \$1.10; 364%, \$1.15; 41.00; 468%, \$1.05; 464, 45; 574%, \$1.50; 668, \$1.30; 63, 95c; 763%, \$1.00; 764, 15; 765%, \$1.20; 766, \$1.25; 4. \$1.10; 814, \$1.10; 814%, 25; 816, \$1.30.	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each. Forks, Barley—Bol85, \$2.00 each; Bo505, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3165½B, \$2.00; Forks, Header—Ro154½, \$2.25 each; Bo155, \$1.85; o 3165½, \$2.20; Forks, Header—Ro154½, \$2.25 each; Bo155, \$2.25; Ro155¼, \$2.25; Ro156, \$2.35; Ro164½, \$2.40; Ro165, \$2.50; Ro165½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; e5D, \$1.75; e6DX, \$1.50; e64½X, \$1.50; e64½X, \$1.50; e64½X, \$1.50; e6DX, \$1.50; e6DX
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings. 1.00 Atkins Rex. 1.00 Atkins Excelsior. 75 2.50 each: 1102, \$2.25 each.; 108, \$4.00 each; 115, \$4.00) each: 202, \$4.50 each; 808, ch; 44, 7%-inch 35c, 8%-inch h, 20c; 255, 4-inch 25c, 4%- h 35c, 6-inch, 40c; 250, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 5c; 56, \$1.00; 56%, \$1.06; 5, \$1.05; 155%, \$1.10; 156, 5, \$1.05; 155%, \$1.10; 156, 63; 364, \$1.10; 364%, \$1.15; 41.00; 468%, \$1.05; 464, 45; 574%, \$1.50; 668, \$1.30; 63, 95c; 763%, \$1.00; 764, 15; 765%, \$1.20; 766, \$1.25; 4. \$1.10; 814, \$1.10; 814%, 25; 816, \$1.30.	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bosod, \$2.75. \$2.00 each; Bosod, \$2.75. \$2.00 each; Bosod, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; 0 \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Rol55½, \$2.25; Rol55½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.50; o44½X, \$1.35; o44½X, \$1.50; o44½X, \$1
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings. 1.00 Atkins Rex. 1.00 Atkins Excelsior. 75 2.50 each; 1102, \$2.25 each; ; 108, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 7½-inch 35c, 8½-inch h, 20c; 255, 4-inch 25c, 4½- h, 35c, 6-inch, 40c; 320, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 5c; 56, \$1.00; 56½, \$1.05; 5, \$1.05; 155½, \$1.10; 156, 80; 864, \$1.10; 364½, \$1.15; , \$1.00; 468½, \$1.05; 464, \$5; 574¼, \$1.50; 668, \$1.30; 68, 95c; 768½, \$1.00; 766, \$1.30; 68, 95c; 768½, \$1.00; 764, 15; 765½, \$1.20; 766, \$1.30; 461, \$1.20; 766, \$1.30; 15; 814, \$1.10; 814½, 25; 816, \$1.30. L, \$2.25 each; A 6 L \$2.40;	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½. \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155, \$1.85; o \$165½. \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155½, \$2.25; Ro155½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44½, \$1.00; 44X, \$1.25; o44¼X, \$1.35; 54¼X, \$1.50; o44¼X, \$1.50; o54¼X, \$1.75; o54¼X, \$1.25; o64½X, \$1.50; o54¼X, \$1.75; o54½X, \$2.15; o64½X, \$1.50; o54½X, \$1.75; o54½X, \$2.15; o64½X, \$1.50; o54½X, \$1.5
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings. 1.00 Atkins Rex. 1.00 Atkins Excelsior. 75 2.50 each; 1102, \$2.25 each; ; 108, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 7½-inch 35c, 8½-inch h, 20c; 255, 4-inch 25c, 4½- h, 35c, 6-inch, 40c; 320, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 5c; 56, \$1.00; 56½, \$1.05; 5, \$1.05; 155½, \$1.10; 156, 80; 864, \$1.10; 364½, \$1.15; , \$1.00; 468½, \$1.05; 464, \$5; 574¼, \$1.50; 668, \$1.30; 68, 95c; 768½, \$1.00; 766, \$1.30; 68, 95c; 768½, \$1.00; 764, 15; 765½, \$1.20; 766, \$1.30; 461, \$1.20; 766, \$1.30; 15; 814, \$1.10; 814½, 25; 816, \$1.30. L, \$2.25 each; A 6 L \$2.40;	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bosod, \$2.75. \$2.00 each; Bosod, \$2.75. \$2.00 each; Bosod, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; 0 \$164½, \$1.80; o \$165, \$1.85; o \$165½, \$2.00. Forks, Header—Rol54½, \$2.25 each; Rol55½, \$2.25; Rol55½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.75; o6DX, \$1.50; o44½X, \$1.35; o44½X, \$1.50; o44½X, \$1
77	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00 Atkins Excelsior 75 2.50 each; 1102, \$2.25 each; ; 108, \$4.00 each; 115, \$4.00 each; 202, \$4.50 each; 808, ch; 44, 7%-inch 35c, 8%-inch h, 20c; 255, 4-inch 25c, 4%- h, 35c, 6-inch, 40c; 320, 65c; ; 5 B H, \$1.15; 4 R, \$1.20; 5c; 56, \$1.00; 56%, \$1.05; 5, \$1.05; 155%, \$1.10; 156, 80; 364, \$1.10; 364%, \$1.15; 5, \$1.05; 468, \$1.05; 668, \$1.30; 63, 95c; 768%, \$1.00; 764, 15; 765%, \$1.20; 766, \$1.30; 4, \$1.10; 814, \$1.10; \$14%, 25; 816, \$1.30. L, \$2.25 each; A 6 L \$2.40;	8TEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol85, \$2.00 each; Bol85, \$2.00 each; Bo50D, \$2.75; Bol8D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 610, \$2.75. Forks, Hay—No. o \$154½B, \$1.60 each; o \$155B, \$1.65 each; o \$155½B, \$1.75; O \$164½, \$1.80; o \$165, \$1.85; o \$165½. \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155, \$1.85; o \$165½. \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155½, \$2.25; Ro155½, \$2.35. Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44½, \$1.00; 44X, \$1.25; o44¼X, \$1.35; 54¼X, \$1.50; o44¼X, \$1.50; o54¼X, \$1.75; o54¼X, \$1.25; o64½X, \$1.50; o54¼X, \$1.75; o54½X, \$2.15; o64½X, \$1.50; o54½X, \$1.75; o54½X, \$2.15; o64½X, \$1.50; o54½X, \$1.5

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SHEARS—Grass	No. Each No. Each
Each Each 1\$.85 0267	100 G V R 3.00 100 R G T D 4.25 100 R 8.75 101 2.25
26	100 R B T D 4.25 1016, 1018 8.75
097 1.15 11 G 1.50 Hedge	Try and Mitre 2 6
1007	2 71/2
SHEARS—Dressmakers', Etc., Wiss—No. Each	12 4
180	12 10
186½ 1.25 198 1.45 187 1.80 199 1.80	STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c;
187½ 1.85 347 1.50 187½ L H 1.75 347½ 1.60	112, 65c; 115 to 117, \$1.25; 118 to 120, \$1.00; 181 to 128, 75c; 124 to 126, 75c; 133 to 185, \$1.00; 186 to 188,
187 1.45 348 1.65 138 L H 1.65	65c; 142 to 144, 50c; 145 to 147, 85c. Pire's Oil and Water—No. 18, 60c each; 14, 60c; 16.
188½ 1.50 447½ 1.75 189 1.80 448 1.85	10c; 20, 40c; 22, \$1.00; 25, 15c; 87, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66,
147	55, \$1.25; 56, \$1.50; 59, 15e; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50e; 80, 60e; 86, 75e; 88, \$1.00; 92,
148	50c; 94, 60c. Pike's Scythe—No. 89, 15c each; 40, 15c; 41, \$15c; 42, 30c.
180 2.25 1037 ½ 1.40 182 2.75 1088 1.45	SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254,
184	\$4.50; Barnes No. 276, \$7.00. STAPLES—Netting, Galv., 15c lb.; Barbed Wire., Polished,
SHEETS—Galvanized, Full Sheets—10 to 16, 12½c lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 80, 15c Black	7 ½ c.
to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ptd., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50;	STARRETTS' TOOLS—"Shop" or "Retail"— Micrometers, 40% above list.
ROCK Face Siding, \$10.50.	Caliper Rules, 40% above list. Thickness Gauges, 40% above list. Steel Tables, 40% above list.
SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 10c full sheet.	Steel Tables, 40% above list. All other items, 25% above list.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 80 gauge, 18c cut, 12c full sheet.	G. & P. GOODS—Hack Saw Frames— 69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$2.00
Galvanised, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.	STOCKS & DIES-
SHIELDS-	Green River List plus 25% Common No. 1 pipe \$7.75 Little Glant, List plus 25% No. 2 9.90
Diamond—Expansion % each	Armstrong No. 1 pipe \$5.88 Stocks Only— No. 2
14, each	No. 24
%, each08 3-16x1 each04 %, each13 %x% each06 %, each15 %x106	No. 8, 1 to 2 15.60 No. 8 5.88 STOP AND WASTE—
%, each	Rough Brass, Iron Pipe Threads No. 10 T-Handle er No. 20 Lever Handle-
SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c. Cast Sleigh—Flat. 9c lb.; Concave or Convex, 10c lb.	% inch
	% inch
SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 20c lb. Buck, Nos. 1, 2, 8, 20c lb. Drop, Nos. 1, to 12, 20c	% inch
1b.; B, BB, BBB, 20c lb.	STOVES—Common Air-Tights— No. 16 Unlined\$2.25 No. 22 Lined\$4.50
SHOVELS—D Handle, Bound Point, No. 102, \$2.60 each; 201, \$2.25; 401, \$1.90; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50.	No. 18 Unlined 8.00 No. 24 Lined 5.00 No. 20 Lined 4.00 No. 26 Lined 6.00
D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010,	STRIP-Weather-Rubber, 1/2-in. Se per ft; %-in. 4e ft.
\$2.35; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800,	SUPPORTS—Wagon Tongus— No. in. Price No. in. Price No. in. Price
\$2.50: 801. \$2.50: 1000. \$2.15: 1001. \$2.25: 1002. \$2.50.	1 % \$1.50 2 % \$2.00 8 % \$2.75
Long Handle, Square Point, No. 108, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.	SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (N), \$5.50 each; Grand Rapids (N
ASSES' SKIN-25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.	each; Grand Rapids (J), \$4,50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
SLEDS—Hand and Coaster. Jr. Racer 4.25 Flexible Flyer— Racer 5.00	TACKS-Bill Posters', No. 545 Wire, or 555 Cut-8, 35c
No. 1	lb.; No. 4, 85c lb.; 6, 85c; 8, 85c; 10, 85c. Carpet, No. 484 Out, or 484 Wire 14 lb. papers—8, 10c
No. 8 4.50 No. 9	box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Cut, er 488 Wire 16 lb. papers—8, 71/2c box; 4, 71/2c; 6,
No. 5 7.5C No. 11 3.75 No. 6 15.00 No. 13 8.25	box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, er 438 Wire 4 lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—8, 35c lb.; 4, 35c; 6, 35c; 8, 85c; 10, 35c; 12, 35c.
SMOOTH-ON-75c lb.	Gimp—No. 824, 2½, 15c box; 8, 15c; 4, 15c; 6, 15c; 8, 15c.
SOLDER—1/2 and 1/4, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.	Upholsterers'—No. 304 Cat, ¼ lb. papers—1¼ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Oat, or 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.
	lb.; 4, 85c; 6, 85c; 8, 85c; 10, 85c; 12, 85c. Double Pointed—Blued, 14, lb, papers—9, 5c box: 10, 5c.
SNIPS, TINNERS'—Wiss, Regular—No. W6½, \$3.75 pair; W7, \$3.15; W8, \$2.50; W9, \$2.20; W10, \$2.00; W11, \$1.50; W12, \$1.25. Wiss, Ourved Blade—W6½OB, \$5.40 pair; W7CB, \$4.40; W8CB, \$3.75; W9CB, \$3.45; W10CB, \$3.15; W11CB \$2.50; W10CB, \$3.75; W9CB, \$3.45; W10CB, \$3.16; W11CB	Double Pointed—Blued, \(\frac{1}{6} \) b. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 80c lb.; 210, 30c; 211, 80c; 212, 80c
Wiss, Ourved Blade—W614OB, \$5.40 pair; W7OB, \$4.40; W8OB, \$8.75; W9OB, \$8.45; W1OOB, \$8.15; W11CB \$2.50;	TAPS—Machine Hand— Diss.
SQUARES. STEEL	1-16 to 15-6430% 1 1-16 to 230% 1 to 130% Store Bolt—
No. Each No. Each	\(\) to 1 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \
8 R 8 G 2 80 27 175	Machino Screw—
10 1.50 100 2.50 14 1.75 100 A. 8.25 14 B, 14 G. 2.50 100 B, 100 G. 3.00 2 1.25 100 C R. 3.35	14 to 24
22 1.25 100 C R 3.35	
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TAPES—	
	Moulds, All Kinds 201 IC, Plain
Starrett Lufkin No. 505, 50-ft. 248 4.00	1 Melon 1.85 201 1 IC, Plain15
No. 510, 25-ft. 260 \$8.85 No. 505, 75-ft. 245 5.25	2 Melon 1.50 203 IC, Plain15
Mo. 510, 50-ft 268 4.85 No. 505, 100-ft. 246 6.75	2 Pudding 1.40 208 IC, Plain20
No. 510, 75-ft. 265 6.15 Starrett Lufkin	02
Mo. 510, 100-ft. 266 7.75 550 8.00 No. 505, 35-ft. 240 8.25 558 3.76	8 Melon 1.65 205 IC, Plain
555 4.75 105 6.28	3 Pudding 1,60 206 IC, Plain25 08 1,15 208 IC, Plain30
556 6.00 1260 8.60	4 Melon 1.90 2100 IC, Plain 35
100 4.00 1268 4.50	08
108 5.00 1265 5.75	10
TEES-Stove Pipe-Cylinder-	15
Asbestos 6 inch— Adjustable 6 inch—	25
6x4, each\$.90 4 to 8	61
6x6, each	061
6x8, each 1.65 Adjustable 7 inch-	61½
8x6, each 1.75 6 to 12	62
TENTS-Poles &	062
Stakes	63
Size 8-os. 10-os. Per Set	068
7x7	80
7x9 12.85 14.95 2.85 9x9 14.25 16.65 2.85	Pails, Dairy 504 IX, Ret
9½=13 16.75 19.55 8.25	508 TX Ret 55
12x14 23.50 26.25 8.90	12 50 508 IX Ret 65
12x18 27.75 82.45 5.20	50 510 TY Ret 70
14x16 29.50 84.65 5.20	40
14x20 86.65 42.55 6.20	60
16x18 40.25 47.85 6.20	80
16x20 44.85 51.75 6.50 16x24 50.50 58.75 7.80	100
16x24 50.50 58.75 7.80 16x80 61.10 71.25 8.45	104 1.25 9
A or Wedge—	105 1.40 12
5x7 6.50 7.55 1.95	120
7x7 8.20 9.55 2.25	125 1.50 1
7x9 9.80 11.50 2.60	140
Flys-1/2 price of tent. Pins, 8c each.	144
THIMBLES-Asbestos-Each, 6x4, 90c; 6x6, \$1.35; 6x8,	145 1.75 8
\$1.65; 8x6, \$1.75. Adj: Stove Pipe—4 to 8, 50e; 6 to 18, 75c.	200
75c.	040
MUTIMPI PR. Plns. Cin. 10s. 7 in 10s	410 Scoops
THIMBLES—Fine—6-in., 10c; 7 in., 10c.	419
THICKNESS GUAGES-40% above list price.	414
TIN-Common Boofing-40c per sheet.	512 2.15 8
	514
TINWARE— 02	Pans. Dish 12
	8—IX Tin
No. Each 04	10
018 1.50 14 8.25	14
019 1.75 500 4.00	21 1.50 164 2.00
027	10—IXX Tin 1.25 165 2.50
028 1.70 508 5.00 029 1.85 505 5.50	14 1.50
351 1/290 510 7.50	17 1.65 Sifters, Flour
352 1.05 Kettles, Tea	21
	21
354	80
354	80 8.00 5
354 1.50 02 45 356 227 60 Boilers. Wash 028 75	80
354 1.50 02 45 356 1.85 027 60 Boilers, Wash 028 75 8 7.50 029 90	80 8.00 5
354	30 3.00 5 30 Pans, Milk 10 35 200 IC, Plain 10 50 35 200 1G, Plain 10 Fairy 20
354 1.50 02 4.5 356 1.85 027 60 356 228 75 356 228 75 356 229 90 360 228 750 029 90 3750 247 9.00 28 A 3.25 048 2.50	30
354 1.50 02 4.5 356 1.85 027 .60 356 2.27 .60 Boilers, Wash 028 .75 8 .750 029 .90 9 8.00 047 9.00 028 A 3.25 048 2.50 28 A 3.50 049 2.75 29 A 3.75 067 2.00	30 3.00 5 30 Pans, Milk 10 35 200 IC, Plain 10 50 35 200 1G, Plain 10 Fairy 20
354 1.50 02 45 356 1.85 027 60 Boilers, Wash 028 .75 8 7.50 029 .90 9 8.00 047 2.00 028 A 3.25 048 2.50 28 A 3.50 049 2.75 29 A 3.75 067 2.00 0128 B 8.50 068 2.60	30
354 1.50 02 45 356 1.85 027 60 Boilers, Wash 028 .75 8 7.50 029 .90 9 8.00 047 2.00 028 A 3.25 048 2.50 28 A 3.50 049 2.75 29 A 3.75 067 2.00 0128 B 3.50 068 2.60 128 B 3.65 069 3.25	30
354 1.50 02 4.5 356 1.85 027	30
354 1.50 02 .45 356 1.85 027 .60 Boilers, Wash 028 .75 8 7.50 029 .90 9 8.00 047 9.00 028 A 3.25 048 2.250 28 A 3.50 049 2.75 29 A 3.75 067 2.00 0128 B 3.50 069 2.60 128 B 3.65 Kettles, Lipped Preserving 129 B 3.95 Kettles, Lipped Preserving 0228 B 3.75 160	30
354 1.50 02 4.5 356 1.85 027 6.6 Boilers, Wash 028 75 8 7.50 029 9.0 0 8.00 047 9.00 0 8.00 047 9.00 0 8.25 048 2.50 28.4 3.50 049 2.75 29.4 3.50 067 2.00 0 128 B 3.50 069 2.60 1 28 B 3.65 069 3.25 1 29 B 3.85 Kettles, Lipped Preserving 0 228 B 3.75 160 3.5 2 9 B 4.00 180 3.5	30
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354	30
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354	30 3.0 3.0 5 3.0 3.0 2.0 3.5 3.0 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.5 3.0 3.0 3.0 3.0 3.0 3.0 3.0 3.0 3.0 3.0
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354	30 3.00 5 30 Pans, Milk 10 35 200 IC, Plain 10 50 35 200½ IC, Plain 10 50 35 200½ IC, Plain 10 Fairy 20 TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33½, \$9.00; 34, \$11.00. TORCHES—Alcohol, No. 28, \$2.00 each. Gasoline, No. 14, \$4.00 each; 87, \$6.75 each; 38, \$7.25 each; 31, \$7.75 each; 32, \$8.00 each, 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each. Kerosene, No. 95, \$7.25 each; 96, \$8.00 each. TRAPS—Fly—Paragon, 85c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45. Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 99.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 3 Victor, 45c; 8 Victor, 60c; 4 Victor, 75c. Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; Caiffornia Pocket, 25c. Mole—Reddick, \$1.00 each; Out-O-Sight, \$1.25. Mouse—Bure Oatch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, small, 75c; Holden, large, \$1.00.
354	Pans, Milk 10
354	30
354	30
354	Pans, Milk 10
354	Solution Solution
354	Pans, Milk 10
354	Solution Solution

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THOWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), \$1.00 each. Disaton, No. 10, 10½, \$1.50 each; 11, \$1.60 each; 11½, \$1.65 each; 12, \$1.75 each; 18, \$1.85 each; 14, \$8.00 each. Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 11¼, \$1.50 each; 11¼, \$1.75 each; 11¼, \$1.75 each. TUENS—Cupbeard—Brass Plated—Small, 20c; large, 25c. TWINE—Sacking—¼, 1b. hank, 20c.	Steel Tray and Frame—No. AX, \$11.25 each; 4, \$18.00; 5, \$14.25; 10, \$19.50. WINDOW GLASS — 3B Grade — Single Strength— lat 3 Brackets 80% 2nd 3 Brackets 80% Extras for Putting in Glass— lst 3 Brackets, light . 50 2nd 3 Brackets, light
TWINE—Cotton—Wrapping, 90c lb.; Budding, 90c lb. Flax—No. 18 B B, 40c lb.; 24 B B, 40c lb.; 18 B C, 1018 B C, 50c lb.; 24 B C, 1024 B C, 50c lb.; 36 B C, 1036 B C, 50c lb.; 80, Sacking, 40c lb.; 40, Sacking, 40c lb.; 38, Backing, 75c lb.; 44, Backing, 75c lb.; Hemp—No. 4½, 30c lb.; 6, 80c lb.; 07, 80c lb. UNIVERSAL PLATES—Mild Steel Bars. ½-inch and thicker and wider than 6-inch 9.25 cwt. VALUEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted S sides—14-in., 16c. VALVES— Standard Globe and Standard	WIRE—Plain Fence— Black—Nos. 6 to 16, 5 to 24-lb., lots
Angle Valves—	lb.; 50 to 100-lb. add 1 s lb. Bale Ties— 9 ½ ft., 15 Ga., per bundlo of 250, \$3.25 WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open. Smooth-Twisted—Two Strand, open.
* 1.45 % 2.25 1 2.00 1 8.10 1¼ 2.75 1¼ 4.00 1½ 5.50 2 5.75 2 7.75 VISES—Solid Box—	WIRE OLOTH—Hardware Galvanized—Mesh and Kind, 1-inch mesh, 16c square foot; %-inch mesh, 18c; %-inch mesh, 18c; 2-mesh, 9c; 3-mesh, 9c; 4-mesh, 9c; 6-mesh, 10c; 8-mesh, 10c. Screen—12 M, Black, 3½c square foot; 16 M, Black, 5e; 14 M, Bronze, 15c; 14 M, Galvanized, 4½c; 16 M, 5c; 14 M, Opal, 5 c; 16 M, Opal, 5c.
35 lb. \$12.50 65 lb. 17.50 90 lb. 25.00 40 lb. 13.15 70 lb. 18.75 95 lb. 26.25 45 lb. 18.75 75 lb. 20.00 100 lb. 27.50 50 lb. 14.40 80 lb. 21.90 125 lb. 85.65 55 lb. 15.00 85 lb. 28.15 150 lb. 48.60 60 lb. 16.25	WOODENWARE—Boards, Pastry No. Each No. Each 16x22 inches \$.80 15 inches \$.65 18x24 inches 90 17 inches 1.75 20x27 inches 1.05 19 inches 2.00
WAGONS—Express. Steel— No. 80 7.00 No. 04 \$1.50 No. 40 7.50 No. 08 1.65 No. 40 7.50 Wagners— No. 18 6.50 No. 1 2.75 No. 20 7.50 No. 1 2.75 No. 24 8.50	Bowls, Chopping 20 (1) .40 11 inches .20 80 (2) .45 13 inches .51 .25 WOOL, STEEL—2-os. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 8, 60c. WOOL—Steel—1-lb. rolls—0, 85e; 1, 75c. Wheels—Grinding
Ne. 2 3.00 No. 24 5.50 No. 3 5.50 Mars—Wells— No. 10 5.75 No. 10 5.75 No. 10 5.75 No. 20 6.50 No. 12 7.00 WASHERS—Cast Iron—Size ½ to ¾, 12½c lb.; ¾ to 2, 12½c lb.; Angles, all sizes, 15c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle, 20c lb. Wrought Steel—Size 3-16, 30c lb.; ½, 25c lb.; 5-16, 25c lb.; ¾, 20c lb.; ¼, 15c lb.; 9-16, 15c lb.; ⅓, 15c lb.; ¾, 15c lb.; ¼, 15c lb.; 1, 15e lb.;	Discount 40%. WRINGERS (CLOTHES)—American—No. 10, \$4.25 each; 10 M, \$3.85; 100, \$5.75; 110, \$4.75; 117 E, \$6.25; 130 E, \$6.00; 180, \$6.00; 180 E, \$6.50; B 180 E, \$10.50; 190 E, \$6.50; 300, \$6.00; 301, \$6.25; 302, \$7.00; 360 E, \$7.25; \$61 E, \$8.00; 370 E, \$6.75; 390 E, \$6.75; 570 E, \$7.50; 571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00. Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$3.50. White, No. 2, \$2.25 each; 3, \$3.00; 1, \$3.50; 0, \$4.25; 8, Steel, \$4.00. WROUGHT BRASS BUTTS—Narrow, Middle & Breed Add
WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb. WATCHES—	85% to List. WRENCHES—Agricultural—No. 6, 60e each; 8, 75c; 10, 85c; 12, \$1.00; 15, \$1.45. Alligator—0, 20e each; 1, 25c; 2, 60e; 3, \$1.40; 12, 30e; 13, 45c.
Yankee \$1.85 Junior 2.75 Triumph 1.50 Midget 2.75 Eclipse 2.00 Radiolite 2.75 WAX—Floor, 60:., Radiolite 2.50 WEANERS—Calf—Shaws No. 1, 50e; No. 2, 65e. Hoosier N 11, 75e; No. 13, 85e. Kantsuk—Calf, 40e; Cow, 50e. MEDGES—Truckee-Alki, 1b., 15e; Oregon-Atha, 25e; Cedar-Alki, 15e; Falling, 27e; Eaw, 19e. WEOLUNG Goods Alki, 10c. 2, 10c	Bemis & Call—No. 12, \$2.50 each; 15, \$3.50; 18, \$6.00. Coes'—Key (28), \$1.35; Key (80, \$8.00; Knife (6), \$1.15; Knife (8), \$1.35; Knife (10), \$1.55; Knife (12), \$2.25; Knife (15), \$2.75; Knife (15), \$2.75; Knife (21), \$4.75; Steel (4), \$1.00; Steel (6), \$1.15; Steel (8), \$1.35; Steel (10), \$1.65; Steel (12), \$2.25; Steel (15), \$2.75; Steel (18), \$3.75; Steel (21), \$4.75. Orescent—No. 68 (8), \$1.50 each; 188 (4), 70c; 188 (6), 75c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$2.00; 188 (18), \$2.75; 810 (10), \$2.00.
WEIGHTS—Seeh—8 lbs. and ever, 4c lb. Eveners or Balances—16, 7c lb.	P. S. & W. Stronghold
WHEELBARROWS — Brick — No. 10 B, \$10.75 each; 20, \$10.75. Garden—No. 2 V, \$9.50 each; 8 V, \$11.25; 21, \$6.25. Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75. Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$3.50; 27, \$12.50; K 29, \$16.50.	Each . Rech . 25 cm 25 cm.
	1 . 50 (01 . 5)

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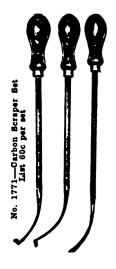
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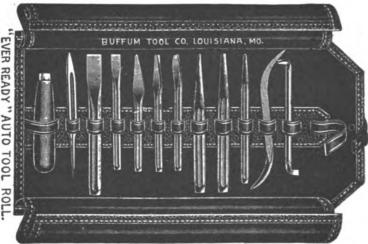
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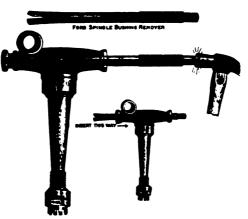
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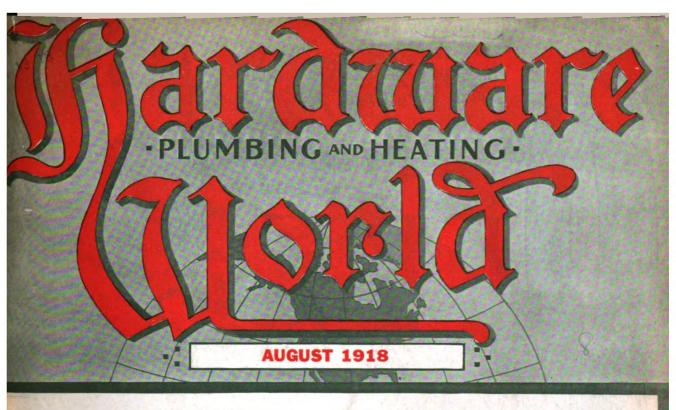
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This matchless uniformity of Miller Tires assures you uniformly satisfied customers. For once having used Miller Tires, no motor-

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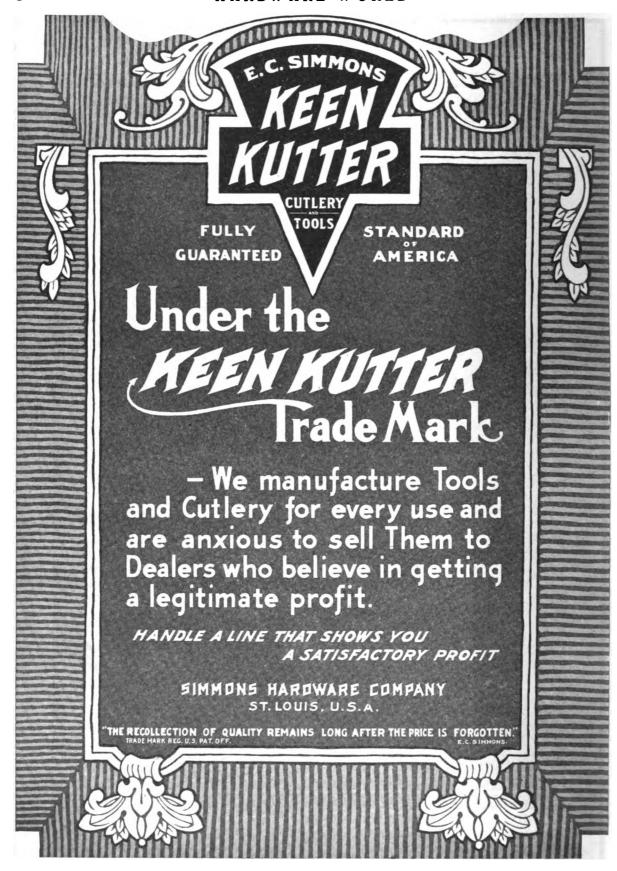
Nor does Miller stop with a tire of unequaled perfection and with a nation-wide advertising campaign. It gives you service that ties up your name and your store to Miller uniform quality and to the thousands of dollars that are being spent for you in national advertising.

Write us at once for our proposition that confines the control of Uniform Tires to one dealer in each locality. Becomes the big factor in the local tire business—with Uniform Tires built by champions. No obligation—write us at once.

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Makers of Miller Red and Gray Inner Tubes, the Team Mates of Uniform Tires. Also Surgeons' Grade Rubber Goods — for Homes as well as Hospitals. Miller Tire Accessories are the Life Savers of Old Tires and the "First Aids" to Injured Ones







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1500 GOOD TOOLS

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WITH A DIFFERENT BALANCE

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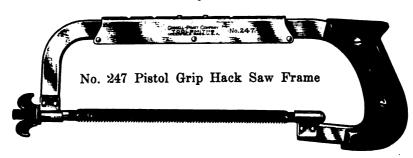
The Frame, which is adjustable from 8 to 12 inches, is unusually rigid for an adjustable frame, being made of $\frac{1}{4}x\frac{3}{4}$ inch steel with an extra heavy back.

The rubberoid Pistol Grip makes a very comfortable handle and the whole frame is designed to balance well and hang easily.

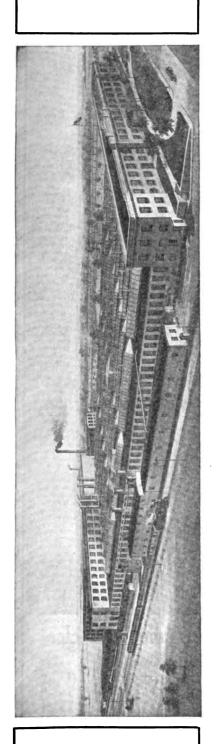
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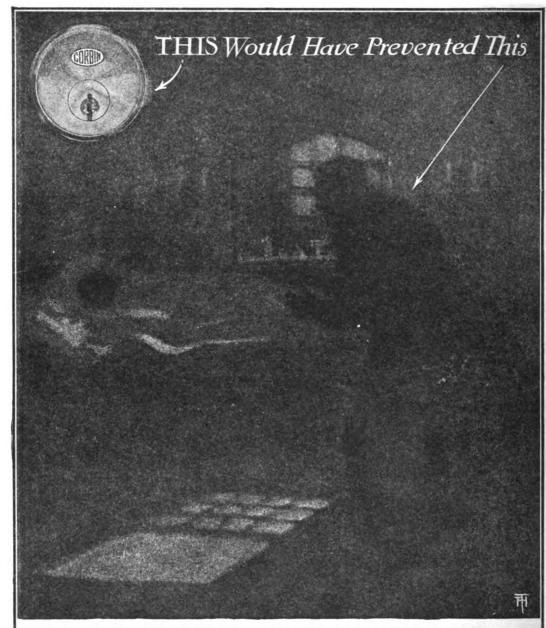
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This firm finds the Caloric the "biggest 'little thing' ever taken on.'



The Original Patented Pipeless Furnace

> Bought One in June Sold 19 by January 1 Sold 46 by June 1

"17 West Lake St., Minneapolis, Minn. March 16, 1918.

"The Monitor Stove Company, Cincinnati, Ohio.

"Gentlemen: We bought our first Caloric

Pipeless Furnace in June, last year, and were so skeptical about it that we did not sell it until fall, when we put it in the home of a personal friend at the lake. This man was so well pleased with it that he has since helped us to sell three more Calorics. These sales started us on the right track, and, up to January 1, 1918, we sold and installed 19



Store of T. F. Leavitt & Son, Minneapolis

Mr. Leavitt's Caloric Window Display

Caloric Furnaces. So far this year we have a list of about fifty prospects, and, with the advertising that you are doing, plus the cooperation of your salesman, we shall be greatly disappointed if we do not sell at least 100 Calorics this year.

"We went out of the furnace business several years ago because there was nothing in it, but we find that we can make more profit on the Caloric than on a pipe job and it is much simpler to install and easier to sell. We consider your furnace proposition the biggest 'little' thing that we have ever taken on.

"Yours very truly,

"T. F. LEAVITT & SON, "C. V. Leavitt."

Since ordered 27 furnaces.

"Pioneers of Pipeless Heating"

We prefer to let the Caloric dealers tell you of their profitable experiences with our proposition. In an interesting book, "Pioneers of Pipeless Heating," just off the press, we have reprinted some of the many letters that have come to us.

You will find sufficient evidence within its pages to show you that there is an interesting business in store for the dealer who connects with us, and that our advertising and merchandising methods are a strong help.

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Send me your new Pioneers of Pipeless Heating dealer book on the Caloric Furnace.



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Est. 1819-99 Years of Service

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New York Stamping Company's Latest War Baby

Strong Sanitary Cold Handle Popular Prices



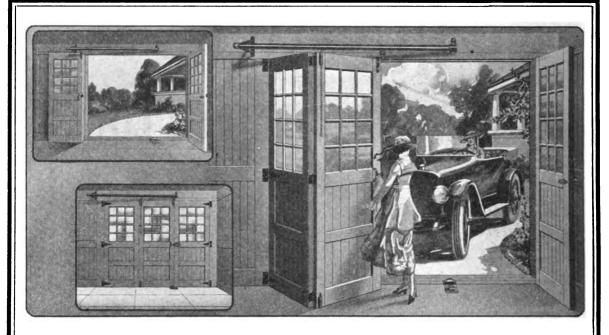
Now in the Hands of All Jobbers Ready for Immediate Delivery

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The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to $8\frac{1}{2}$ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

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And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

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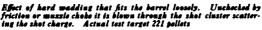
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Effect of weak wadding torn to shreds by the gas blast. The separate places are blown into the shot cluster scattering pollets in all directions. With no resistance to the explosion, the pressure is low and and penetration poor. Actual test target 178 pollets



The Winchester system of madding. The madding expands evenly, sealing in the gas blast all the may to the mussle, where the madding is checked by the constriction or chobe. The shot cluster travels on ahead anabrohem. Actual test target 320 pellets

Why hunters are asking for this shell



chester shell, showing beveled crimp, the cupped Winchester enpped Winenesser driving wads and base wadding, and the powerful No. i Winchester Primer. enstruction at the case and the patent corrugations in the motal to allow forms. expansion under et and pressure

This season Winchester is putting all the force of a big national campaign behind four of its popular brands of shot shells, the Leader and Repeater in smokeless powder and New Rival and Nublack in black powder.

Every hunter knows the importance of a perfect shot pattern—one that the bird cannot get through. Not everyone realizes that this perfect pattern depends on how the wadding controls the two to five-ton gas blast behind it.

The Winchester wadding, the fish-tail flash of the primer, the scientific waterproofing and lubrication, the degree of

firmness in the crimp, all combine to insure uniformity in the Winchester system of shell construction.

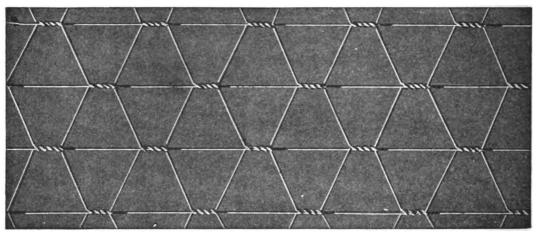
The Winchester campaign explains the Winchester wadding, and how it was perfected after repeated experiments to determine the most efficient control of the gas blast. It tells of the uniformity of Winchester shells, and why they are so thoroughly dependable on all occasions and under all conditions.

Every hunter who wants clean hits and more of them is going to insist on Winchester shells — Leader and Repeater for smokeless; Nublack and New Rival for black powder. For complete information, write

WINCHESTER REPEATING ARMS CO. New Haven, Conn.

World Standard Arms and Ammunition

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

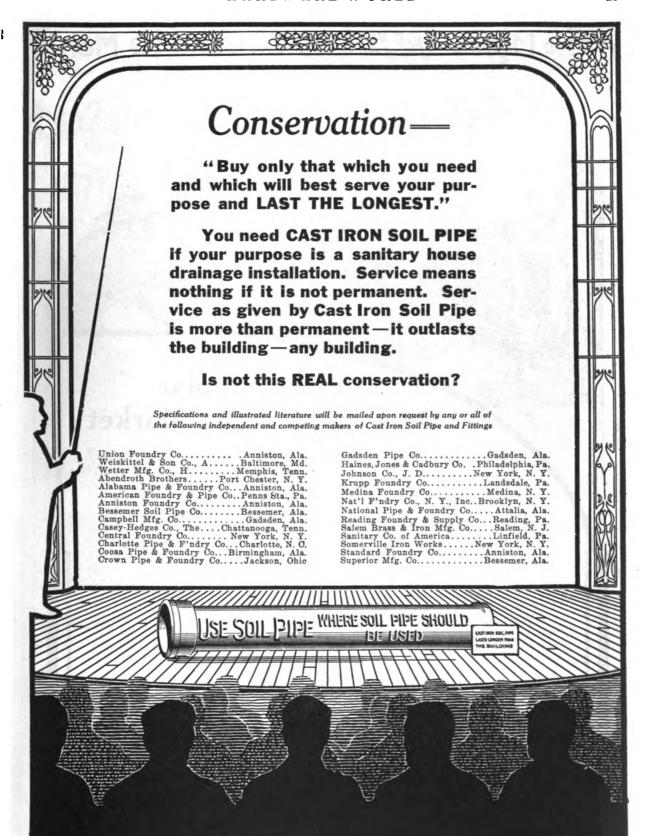
San Francisco

Los Angeles

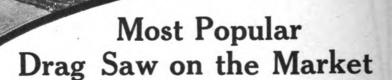
Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.







Have you tried to get the Agency for your territory?

The WADE is taking the country by storm. Thousands in use. Made by the oldest heads in the Drag Saw business, and backed by a reputation of 53 years' standing.

MAKES PLAY OF THE HARDEST WORK

The WADE is ten times faster than man power at one-tenth the cost. The market is unlimited—it's a time and labor saver for farmers, land clearing contractors, road contractors, mills, lumber camps. In fact, it takes the back-breaking work out of the wood sawing wherever a Cross Cut Saw is used.

AN ALL-ROUND PORTABLE POWER PLANT

When not sawing wood the WADE runs separators, pumps, feed cutters, washing machines, grind mills, emery wheels, or any of the odd jobs of a powerful 4 H. P. motor—it's the best handy man on the place and can be moved or used anywhere. Simple, easy and economical to operate, and it costs less than many 4 H. P. motors alone.

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It's the fastest, and one of the most satisfactory, sellers the Dealer has had in years—you want to know more about it. We are closing territory fast—write or wire at once for our SPECIAL DEALER PROPOSITION.

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Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to cover Pacific Coast conditions. They are the only books prepared especially to guide Western farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

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a supply of these books will be sent to you on request, and your name and address will be printed on the cover of each book.

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In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

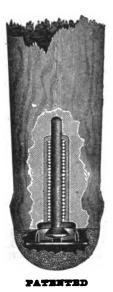
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SprinGriP



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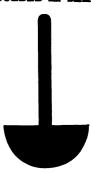


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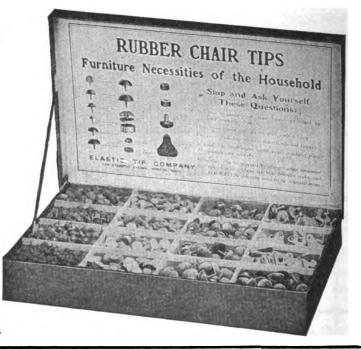
Assortment Box of Rubber Chair Tips for **Furniture**

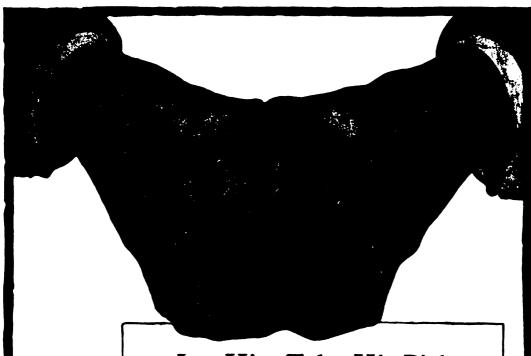
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370 Atlantic Avenue

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SELBY_LOADS
CHALLENGE GRADE
SUPERIOR GRADE

BLACK SHELLS

AJAX
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Nestern FIELD RECORD

WINCHESTER REPEATER LEADER

Let Him Take His Pick

Your customer can select his favorite from any of these shells, but before he buys it be sure that it is loaded with a Hercules Smokeless Shotgun Powder, Infallible or "E.C."

It is not difficult to get shells loaded with these powders. Any one of the fourteen standard brands listed at the left is obtainable loaded with

HERCULES
Smokeless Shotgun
POWDERS
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These powders have many friends among the veterans of the traps and field—men who know the value of powders that are dependable—powders that give high velocity with light recoil, that burn clean and free, and give even patterns. They know that Infallible and "E.C." have the uniformity of quality that helps to chalk up a high percentage at the traps and brings them home from a day in the field with light hearts and heavy game-bags.

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HERCULES POWDER CO.

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PHOENIX SHOES ARE KEPT IN STOCK
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Keystone Saw, Tool, Steel and File Works PHILADELPHIA, U. S. A.



With Improved Pivot and Socket

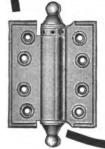
"The hinge without woes, As the wise buyer knows."

The attractive features about the Shelby Chief Double - Acting, Ball - Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

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SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

They have no equal.

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Coast Representatives:

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At Ten Feet From This Pump You Can't Hear a Sound

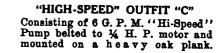
The "grind of gears," found in other pumps, has been entirely eliminated in Goulds "Hi-Speed" Pump. This makes it the ideal house pump.

Goulds Fig. 1695

NOISELESS

ELECTRIC PUMP

Has no gears whatever—hence no noise. It is a patented pump with original features in design which make possible an exceptionally low price. The "Hi-Speed" Noiseless Pump is furnished in connection with 13 different complete outfits—with 110 or 220 volt A. C. or D. C. motors, or with 32 volt motors for operation on current from farm lighting systems, or with one-half horse power gasoline engines. It is adapted to either open or pressure tank water systems. There is a big field for the sale and installation of these pumping outfits— for the dealer who gets there first. Write today for complete data and prices.



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to me on. for which I will pay on delivery:

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25c. U. S. THRIFT STAMPS at 25c. each.

W. S. S. COST DURING 1918

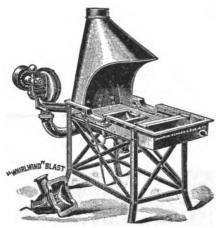
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CHAMPION

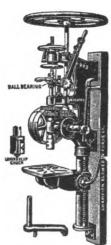
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No. 400 Blower



No. 408 Forge



No. 203 Drill

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Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

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Branches: New York, Chicago, Boston

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This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

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CANSYLVANIA Quality

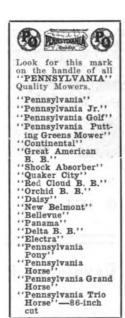
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THIS season's repeat orders bulked surprisingly large on our finest brands.

Showing that in the conservation of labor an increasing number of householders are mow-

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This is a "pointer" on the coming season's business.







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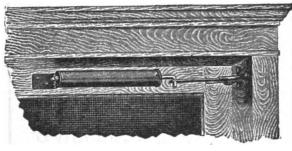
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There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

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It also has a positive plunger and automatic inlet valve for air.

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Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



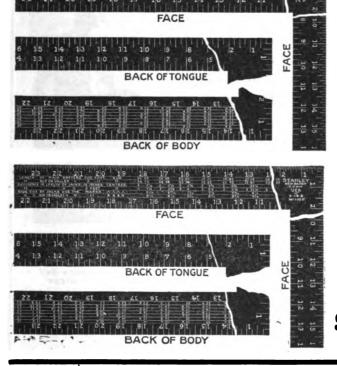
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Extra quality, guaranteed free from all imperfections. Can be distin-guished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

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"Favorably known the world over' now made with

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Co.
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Hoffman Edws. Ce.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.

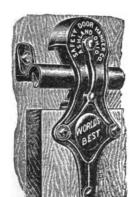


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World's Best Tubular Track

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Frame is best grade malleable iron.

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Packed one pair in box complete with bolts; ene-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building

If your jobber can't supply you we will.

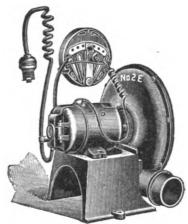
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C. M. & P. W. JOHAS, Rialto Bidg., San Francisco, Cal. and Equitable Savings Bank Ridg., Los Angeles Western Representatives

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Designed Right — Built Right Strong — Durable — Efficient

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.



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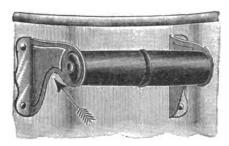
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No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed. Send for samples.

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FOR THE HARDWARE MAN



NO. 50 SWIVEL SNAPS
In All Regular Sizes from § to 1½ Inches



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COVERT MFG. CO.

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Send them to one of our branches given below, where we maintain for your convenience an organization capable of solving quickly the proper door equipment for any given conditions. Just send us a simple outline with dimensions and state what your customer wishes to accomplish. We will figure your requirements and furnish special de-



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This is part of R-W service to the dealer. You will readily recognize its value

Richards-Wilcox Sliding Door Hardware



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For the garage, barn, warehouse, residence, sliding partitions in school and church auditoriums, Automatic Fire Door Hardware, Overhead Carrying Systems, Elevator Door Fixtures-

HIGHLY REPUTED THE WORLD OVER

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Richards Wilcox Canadian Co. Ltd. London, Ont. "A hanger for any door that alides



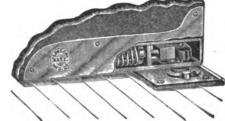
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Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

release of door. INVISIBLE TOP PIVOT AND MADE OF WROUGHT METAL. NO SOCKET. MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



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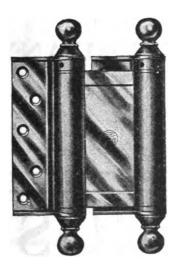
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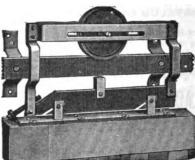
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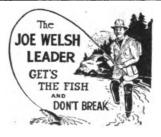
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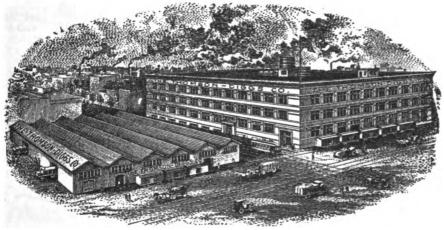
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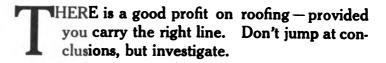
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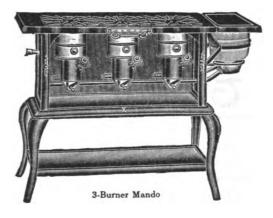
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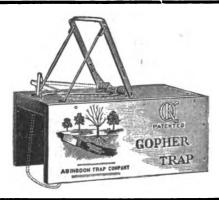
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Ships and Munitions First! Make Way!

America — (laborers, bankers, merchants, miners, mechanics, manufacturers, railways)—has a job ahead. Ships and munitions! Nothing, even to life and death, shall interfere.

Along about October or November will come the usual Fall and Winter demand for "ENTERPRISE" Meat and Food and "ENTERPRISE" Sausage Stuffers and Lard Presses. The demand may be abnormal, as in many other lines.

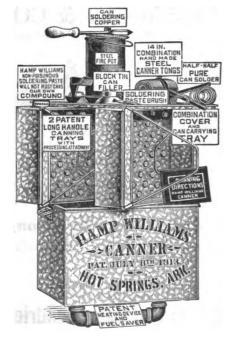
This is an abnormal year. Don't for one minute fool yourself with "Business as Usual." If every dealer delays ordering stock until the usual time, some dealers are going to run into delays or even non-deliveries they never dreamed of.

Ships and munitions first. Order your stocks. Get your goods in and out of the way. Give your jobber a chance. Give the manufacturer a chance. Give yourself a chance!

This is an "ENTERPRISE" advertisement. But every word of it "goes" for every article on the hardware dealers' shelves

Order Early

530 Golden Gate Ave. San Francisco



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

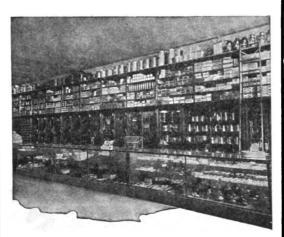
Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS



Productive Store Interiors

As a Sales Producing Factor it is the most important means of drawing trade to your store and of showing your good merchandise in a persuasive manner. There is no better way to make people know what you have in stock—to make people realize that you have such exceptionally good merchandise—and lots of it at moderate prices.

Why Neglect This One Big Factor in Your Success as a Merchant?

"Duluth" Sectional Hardware Store Fixtures

have an unresistible, persuasive power to attract, to convince and to compel an immediate desire to purchase—''Duluth'' Fixtures are PRODUCTIVE.

Write for our handsome catalog No. 100

Duluth Show Case Cempany, Duluth, Minn.



A Proven Repeater Made in One Size Only

Fits Pint, Quart and Half-Gallon Jars



The demand this year will be larger than ever. Increased output and central location enables us to fill orders promptly.

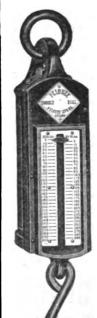
Order now through your jobber, or write us direct for samples and prices.

The Kerr Wire Products Co.

Manufacturers of

THE HANDY FRUIT JAR HOLDERS
323-325 West Randolph St. Ohicago, Ill.

Pelouze DOUBLE ICE Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the serew slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

Made in five sizes.
Write for discounts.
Scales of all kinds.

Pelouze Manufacturing Co.

EWING-LEWIS CO.

Representatives
San Francisco Los Angeles

NATURALLY—YOU HAVE V. ROSE TROWELS



but do you make your store a place where bricklayers gather? Well tempered W. ROSE BRICK HAMMERS bring them in.

Catalog or display card?

Selling Representatives

Wiebusch & Hilger, Ltd., New York WM. ROSE & BROS., Sharon Hill, Pa.

MPSON-RIVE



70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPLIES. BROOKLY M. NEW-YORK

QUALITY, plus **SERVICE**, equals **SATISFACTION**



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-

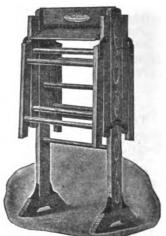
BINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed

The increasing demand for these against all defects. goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

THE EAGLE WOODENWARE MFG. CO. Manufacturers,

Hamilton, Ohlo U. S. A.



Will hold a 10, 11 or 12 ind clothes wringer.

YOUR CUSTOMERS WANT THE BOOMER

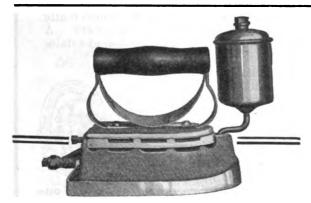
IF YOU ONLY SHOW IT TO THEM

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,-1 2 18" Diameter of Fire Pots 131/4" 22" 241/4" 16" 20" Weights, 240 300 385 525 182 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers MASSILLON, OHIO Trade mark "Boomer" Registered-No. 58228



HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

Self Heating Irom

It's simple, it's sure, it's sound in principle and design-850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.
Write for details and address of your nearest dis-

ROYAL IRON MFG., COMPANY

553 Wayne Street

tributor.

h

Big Prairie, Ohio

THIS IS NO FREE OFFER OF

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES



You Buy the Wrenches

We Provide the Display Boards

"SILENT SALESMAN''

Automobile Selection-Length, 54" 96 Wrenches

"SILENT SALESMAN'

General Hardware and Machine Shop Selection— Length, 54" 120 Wrenches



J. H. WILLIAMS & CO.

"THE WRENCH PEOPLE"

60 S. Clinton St., Chicago 60 Richards St., Brooklyn, N.Y.

Sell the Coleman "Quick-Lite"

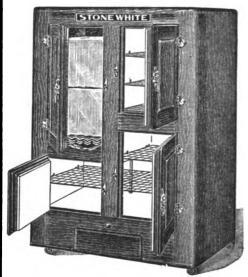
This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene, ves a brilliant, steady light of 800 candle power without glare of fileker — more light and 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
Wichita, Kans., St. Psul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass

BRANCH OFFICES:— Atlanta, Ga. Dallas, Texas Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

The Ontario Knife Company, Frankiinviiie, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH SLICING CORN SHOE

KNIVES

KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

ALLEGRETTI RAZOR STROPS

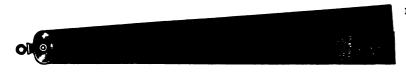
made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. COMPANY, practical razor strop-men, employ only the most experienced men, and use the very best of materials; as it is their aim to please the customer by giving him the best strop possible.

With our motto, "Nothing Less Than Perfection," we desire to call your special



No. 200 — Combination strop of selected leathers in brown and black, self honing, fashioned handles, square nickel swivel, and elegant strop for private use. Size 2 4 x24 in.



No. 250 — Combination strop of Royal Seal leather, brown with black select horsehide, self honing, round nickel swivel, a very fine strop. Size 2 1/4 x26 in.



No. 252 — Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size 2 ½ x24 in.

All our Leather and Web strops are weather and climate proof. Every strop stamped "ALLEGRETTI" is guaranteed as to Quality. Let us send you our catalogue. DON'T WAIT

ALLEGRETTI MFG. CO.

GENEVA, N. Y.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

Pearl-Agate Turquoise Enameled Ware

New York

and

Chicago

Boston

San Francisco

BALDWIN Dry-Air Refrigerator





A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

The Baldwin Refrigerator Co. Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco



MADE IN OHIO, U.S.A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "BEAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensiis.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FRCFIT, but the housewife's continued patronage. We have now added

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTEOTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



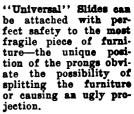
No. 4-1/2" Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.



No. 3-56" Diam.

They are easy sellers and afford a good margin of profit for the merchant.





No. 2-13/16" Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.



No, 1-1" Diam.

Write for SAMPLE CARD No. 25 H. W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co. BRIDGEPORT, CONN.

EUGENE C. SAUL
Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

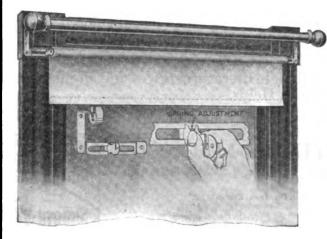


UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street NEW BRITAIN, CONN.





Are You Ready to Sell?

Our big Smooth-On advertising campaign in the publications illustrated will be read by more than 10,000,000 people.

Put Smooth - On in stock — the Household Cement of a hundred uses. When your customers read our advertising and are ready to buy—be ready to sell—stock Smooth-On today.

Smooth-On now comes in handy 6-oz. cans, retailing at 25c. It permanently repairs leaks and breaks in metal articles and surfaces. The same reliable Iron Cement used by thousands for 23 years, only in smaller cans for home use.

Packed 1 dozen cans in a handsome colored Counter Display Carton with Illustrated Booklets—ready for immediate display.

Write for complete literature, prices and circular showing our Dealer Sales Helps.

Please order through your jobber.

SMOOTH-ON MFG. CO.
Jersey City, N. J., U. S. A.

Smooth On Iron Cement No. 1 is a chemical Iron Cement for repairing leaks or breaks in metal articles or surfaces.

It is sold in powder rorm and is easily applied as a paste or putty. Invaluable for every household repair, withstands fire, water, steam, gas, gasoline, etc., and expands and contracts with the article to which applied. Will not deteriorate with age—ready for use at any time.



You Should Sell

Hercules Cold Solder

You are missing a ready seller and a good profit.

A semi-liquid metal-mender used without heat or acid. Guaranteed to mend holes, cracks or leaks on any metal; adapted for pipes, automobile radiators, cooking utensils of aluminum, enameled ware, etc.

MPANY I DEEGO CA

This is a time of conservation.

Many articles and utensils can be saved by HERCULES COLD SOLDER.

"Anybody can mend anything" with this wonder substance. A necessity in every home, which you should supply.

Put up in tubes for instant, convenient use. Hardens when exposed to air. Not af-

fected by heat or water.

Retails for 25 Cents Per Tube

GET IT FROM YOUR JOBBER

If he can't supply you, write us direct. Packed in one and two dozen display cartons.



FREIDEIN MFG. CO.

Factory, San Diego, California



Hammerless Revolvers

Wise automobilists prepare to meet a possible holdup man by carrying a Baby Hammerless Revolver. Fits snugly in the vest pocket. Can be instantly aimed and fired by an apparently instinctive move-

Specification: 6 shot, 22 cal. Rim Fire—All Interchangeable Parts—Positive Fire—Has New Unbreakable One-Piece Main and Trigger Spring Made in Nickel or Blued, Rubber or Pearl Stocks-Weight, 6 oz.

It appeals to man, woman and youth.

It appeals especially to motorists. It can be carried in vest pocket.

It is a handy weapon.

It is well made and guaranteed. It will do the work as intended.

It completes your line of revolvers.

Also Manufacturer of the "HEXALL" Ratchet and Socket Wrenches

Ask Your Jobber or Write

McDONALD & LINFORTH, Pacific Coast Representatives 739 Call Building, San Francisco, Cal.

R.F.SEDGLEY, Manufacturer 2311-13 N. 16th St., Philadelphia, Pa.

One Profit Sales



The influence and profit of the sale should not end when the package is wrapped. Through merit, the merchandise should make subsequent sales, bring the customer back repeatedly, thus yield the house several profits. To the steady earning class belongs the powerful

Samson Punch

The Samson guarantees maximum service and satisfaction to workers in sheet metal, furnace piping, roofing leather, paper, fabrics, etc.

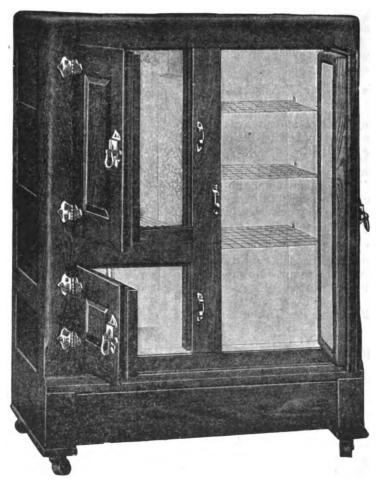
Prices and
Discounts

Samson capacity—sheet iron, soft steel to 20 gauge; paper, cloth, leather to \(\lambda''\). Tool takes 7 interchangeable punches and dies—sizes 1/16" to \(\lambda''\) diameters. Drop forged steel, nickel plated. Made to last.

MACHINE APPLIANCE CORPORATION, 351 Juy St., Brooklyn, N. Y.

Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Co., Burlington, Vt.

Union Hardware & Metal Co. Los Angeles Butler & Brittain San Francisco



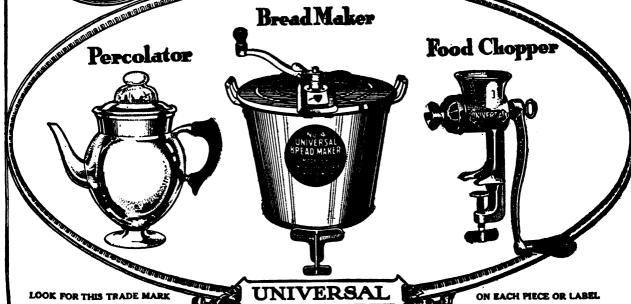
THE "QUEEN ANNE" PATTERN

is familiar to your trade, who have seen it advertised in leading publications. The beauty of the design and the reputation of the brand make it "the easiest selling merchandise in the store."

INTERNATIONAL SILVER CO. Meriden, Conn.

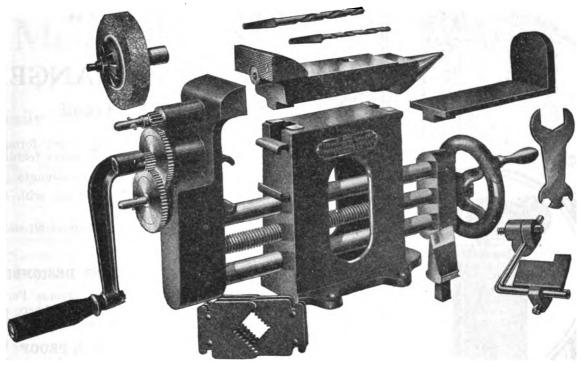
150 Post Street, San Francisco





The BIG SIX-IN-ONE TOOL

For the Automobile Owner, Farmer and Home Mechanic



The Six-In-One Tool

comprises a two-speed drill press, grinding outfit, powerful vise and pipe vise, heavy anvil, metal cutter and a sturdy three-speed machine with clamp spindle for attaching and operating emery wheels, scratch brushes, buffing wheels, etc.

Weight:

85 pounds net. 100 pounds boxed.

Retail Price:

Complete with all tools, grinding wheel and attachments shown.

\$16.00
Western States

\$18.00

Dealers' Profit Right

S a vise, the jaws open to 4½ inches, and, being faced with hardened steel, are practically indestructible. The jaw-opening mechanism is operated by a hand wheel and screw, the sliding jaw being supported on two heavy cold rolled steel rods.

The sliding jaw is fitted with a three-gear reduction spindle, with provision for handle upon each gear, thereby providing three speeds—direct, 4 to 1, and 16 to 1.

The upper spindle extends through the jaw and has a socket for holding square shank drills. Two drills are included with the outfit. The anvil is removed and an L-shaped fitting put on to form rest for drill press.

The five-inch grinding wheel furnished is mounted on an adjustable arbor, on which buffing wheel, scratch brush, etc., may be used. There is an adjustable rest for the grinding wheel.

A sure grip, highly efficient pipe vise fits between the vise members and is operated by the hand wheel.

The anvil is very substantial and is fitted with a cutting hardie.

Complete with all fittings supplied, the device has an unlimited range of work and never fails to please the purchaser. Weighs ninety pounds and is packed in a strong case.

DEALERS The Stewart Handy Worker speaks for itself. Give it a chance to make money for you in your store. You will lose money by not stocking it.

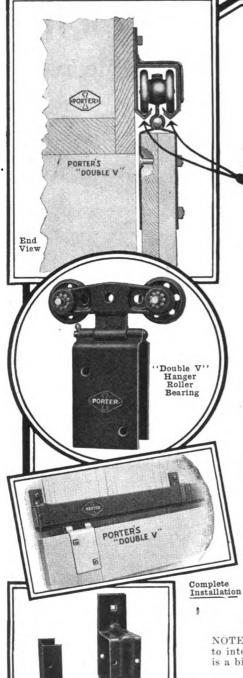
If your Jobber can't supply you write us. Write before you forget

CHICAGO FLEXIBLE SHAFT COMPANY

5604 TWELFTH STREET

CHICAGO, U. S. A.

Bracket and End to Close Track



PORTER'S "Double V"

DOOR TRACK and HANGER

See This "Double V" Tread

The tread of this Superior Porter Door Track forms a double V. This novel shape gives four important features.

- 1—The shape of the tread insures maximum strength.
- 2—It permits the least contact or friction with the hanger wheel.
- 3-The hanger is kept in perfect alignment at all times.
- 4—It is self-cleaning.

THE MOST PRACTICAL TRACK EVER DESIGNED

This tread has the same shape as the famous Porter "Hummer Track"—popular with the trade everywhere and proved by use to be the most practical tread ever designed.

DURABLY MADE—BIRD AND STORM PROOF

Porter "Double V" track is formed on a huge press to insure uniformity. The track is made of 14-gauge special steel and is furnished in 6, 8 and 10 foot lengths.

It is bird and storm proof, brackets closing the ends.

Two end brackets and one center bracket with lag screws are packed with each pair of hangers. A special wrench is also furnished.

THE "DOUBLE V" HANGER WITH THE RED STRAP

The hanger is made with double tandem trucks and the axles turn on roller bearings. Note the illustration.

NOTE: The back of the strap next the building has no projecting bolt heads to interfere with the free rolling of the door. This means a close fit, which is a big feature for cold or stormy weather.

FREE ROLLING WHEELS

The "Double V" hanger wheels can never stick or bind. They are shaped to conform somewhat with the "V" tread of the track.

"Double V" Hangers are packed one pair complete in an attractive carton or 6 pairs in a heavy shipping case. The door strap is bright red—the balance of the hanger black.

The red strap always wins the farmer's eye.

PORTER'S Meadow Lark

HAY CARRIER

Easily Operated-Strongly Made

Here's a hay carrier which operates perfectly under all conditions. The design is based on Porter's years of experience in making hay carriers which really are reliable.

PERFECT ADJUSTMENT OF LOAD

Note the special wide mouth. This assures the fork pulley entering the carrier from any angle. A most important feature.

Then the extra heavy, durably built swiveled frame. Dealers all know the farmer's preference for a quality product like this.

The Meadow Lark

Trip Block



Rope-Swivel

BIG EXCLUSIVE FEATURES

The sheaves are semi-enclosed. They pivot on the axle and can never stick or jam. They're extra large, too, and have roller bearings.

The twin-acting dogs always grip the pulley firmly, but release quickly when the carrier engages the trip block. The rope swivel relieves the strain in a twisted rope; something farmers are quick to appreciate.

FARMERS KNOW AND WANT PORTER PRODUCTS

Porter products have been known and used by farmers everywhere for fifty years.

WRITE FOR DETAILS

Our complete line of hay carriers, forks, slings, pulleys, hayrack clamps, etc., is the most profitable and satisfactory. Sell Porter quality products—the kind you can really recommend.

Write for full details, today. A postal brings them.

257 Guion St., OTTAWA, ILL., U. S. A.

DISTRIBUTED BY

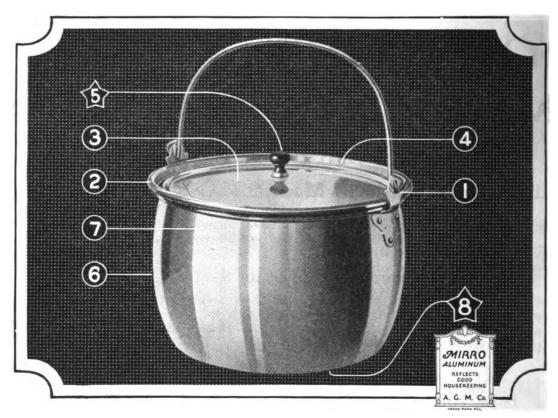
Brown-Camp Hdwe. Co., Des Moines, Ia.
Knapp & Spencer Co., Sioux City, Ia.
A. Tredway & Sons Hdwe. Co., Dubuque, Ia.
Hackett, Gates, Hurty Co., St. Paul, Minn.
Prusia Hdwe. Co., Fort Dodge, Ia.
S. P. Lummus Supply Co., Philadelphia, Pa.
C. M. McClung & Co., Knoxville, Tenn.
Gray & Dudley Hdwe. Co., Nashville, Tenn.
Henkle & Joyce Hdwe. Co., St. Joseph, Mo.
Wysth Hdwe. & Mig. Co., St. Joseph, Mo.
Oklahoma City, Okla.
The Kruse Hdwe. Co., Cincinnati, Ohio
Haskell Imp. & Seed Co., Lewiston, Me.

The A. J. Harwi Hdwe. Co., Atchison, Kan.
Kan.
Rice & Miller Hdwe, Co., Bangor, Me.
Western Moline Plow Co., Salt Lake City, Utah.
E. J. Chubbuck Co., San Francisco, Cal.
E. P. Bosbyshell Co., Los Angeles, Cal.
J. B. Varick Co., Manchester, N. H.
Rawlings Implt, Co., Baltimore, Md.
Kendall & Whitney, Portland, Me.
R. M. Wade & Co., Portland, Ore.
Jos. Breck & Sons, Boston, Mass.
Watt Plow Co., Elchmond, Vs.
Tenk Hdwe. Co., Quincy, Ill.

J. E. PORTER COMPANY. 257 Guion St., Ottawa, Ill.

I am interested in your line of door hangers, hay carriers, tools, etc.

Please send me catalogs and dealer proposition without obli-



Now they call it "Convex Kettle"

Note the Eight Great Features

IN the minds of thousands of intelligent homekeepers in America, Mirro has come to mean perfection in the making of fine aluminum ware.

This statement is based not merely on the fact that Mirro is the happy culmination of a quarter century of quality aluminum making, but rather on actual sales, Mirro Aluminum having won a leading place within one short year.

Among other things, this popularity is due to many superb features of utility, many of them exclusively Mirro.

This Convex Kettle, for instance, has eight:

(1) Handle rest ears hold bail in three positions

and prevent it from coming in contact with sides of Kettle. (2) Tightly rolled, sanitary bead, free from dirt-catching crevice.

- (3) Inset cover prevents boiling over. (4) Bead of cover upturned, thus protected against steam and liquid. (5) ☆Rivetless, no-burn, ebonized knob, an exclusive Mirro feature.
- (6) Convex sides prevent contents from pouring off when liquid is being drained. (7) The famous Mirrofinish,and(8)☆the Mirro trade-markstamped into the bottom of every piece.

Little wonder that Mirro Aluminum reflects good housekeeping.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., U. S. A.

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Close Up Saloons and Hasten End of War

THE war has shown that those who advocate closing up or entirely banishing the saloons, are men at the head of big industries, who for years have done all they could individually to enforce sobriety among their workers, knowing that their output and value is greatly increased by having men who abstain from the use of intoxicating liquors.

They know that no other one factor, is responsible for so large a labor turnover--that drinking men are far more irresponsible and untrustworthy than those who abstain from using intoxicants.

Railway managers have for years enforced total prohibition both on and off duty of their

operating force.

Is it because the Government having recently taken over the conduct of the railways and thus letting down in their enforcement of the rule, that has been responsible for the several disastrous railway wrecks recently and the loss of life resulting therefrom?

Civic, educational and religious institutions, chambers of commerce, boards of trade, have almost unanimously urged the banishment of the

saloon

Every good citizen, not directly connected with the saloon business, who has given any thought or made any study of the matter, agrees it would be a good thing to close up the saloons.

We have talked with hundreds of hardware men in Oregon, Washington, Colorado and other prohibition states and have yet to find the first man who would be in favor of again opening the saloons. They know that their customers are living better, their families are better provided for, they are paying their bills more promptly, their children are better clothed and fed.

The only class of people whom we have found who protested against closing the saloons, are the labor union organizations and those who represent and are affiliated with them. Many good labor men are in favor of prohibition, but if we are to believe what their leaders tell us, those who are in "politics" who boast of the votes they can control, and of the influence they can exert in official circles, labor is against closing the saloons.

Naturally those who seek office for themselves or their party, are weighing which will outnumber the other when the votes are

counted.

Every Socialist, every pro-German, is doing their utmost to urge upon the labor organizations to maintain their opposition to prohibition, and strange as it may seem it appears to be exerting its effect upon those who are supposed to have the power to banish the saloon if they but spoke the word. If that is not true then we confess ourselves fearfully mistaken, and cannot read aright the evidences that appear to be manifested.

On election days saloons are closed that men may have a clear head or mind to decide for

whom they shall vote.

When strikes or riots occur the saloons are immediately closed.

During a great catastrophe, like the San Francisco fire and earthquake, saloons were immediately closed and remained so for some time, and the city never had such a peaceable period before or since.

Why is it that our government, confronted by the greatest crises in the world permits the saloons to continue to debauch and destroy both manhood and womanhood, food and fuel, making it necessary to continue to employ an army of men to look after, and care for those who suffer through its influence—why permit an army of men to manufacture stuff to incapacitate men for service either home or abroad. Is it votes or influence or fear, or what is it that permits such a condition to exist. Men and women by the million are seeking enlightment.

It is for us to be dedicated to the great task remaining before us—that from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion; that we here highly resolve that these dead shall not have died in vain; that this Nation, under God, shall have a new birth of Freedom; and that Government of the People, by the People, for the People, shall not perish from the earth.—Abraham Lincoln.

It is evidence of short-sightedness to grab at the dollar that is in sight, if you lose contact thereby with the source of future business and profits. Satisfaction and value-giving selling is the only kind that keeps the sales growing. and reduces the expenditure of money and effort to attract customers to the store.

It is a pity that the man who first invented excuses did not patent the idea.

"If two men give each other one dollar, each one will still have but one dollar—but if two men each give the other an idea, then each of them will have two ideas."

Enthusiasm sells goods. There isn't much hope trying to sell goods unless you yourself are enthusiastic concerning their value and usefulness.



No Nation Can Thrive on War Industry Alone

N INDISPUTABLE law of mechanics is that you cannot get more power out of a form of fuel. Says the Western Retail Lumberman.

Perpetual motion tinkerers have tried in vain to violate that law, and every one of them has failed to secure perpetual motion.

A similar failure awaits the nation that imagines it can thrive on war industry alone.

No industry under heaven pays its own expenses. No industry under heaven consumes its own products. Each industry draws the fuel for its power from other industries. The expenses of each industry are paid by the consumers occupied in other industries, and hence the success of one is bound up in the success of all.

The consumer of war products is the Government. Here is a consumer who is not in turn a producer, and cannot therefore pay for what it gets. It is compelled, as are all governments, to secure funds (to exchange for war products) by means of taxation. Taxes are imposed by the Government-upon industry. Hence it is unavoidable that in order to secure funds with which to secure products for war purposes the Government must have the support of industries able to stand the strain of the necessary taxation.

The process of getting blood from turnips has not yet been successful.

Unless industries make money they cannot produce money for Government use. They cannot pay taxes. They cannot buy bonds.

Trying to confine the industries of the United States to war industries exclusively is an effort to send the American dollar through a narrowing spiral that eventually comes to a dead

Hence to prosecute the war successfully our industries must be kept busy, and they must make money. The only way in which industries at large can do this is for as many of them as possible to do business with others than the Government. And this volume of non-war business must be big enough and with profits great enough to meet all industrial expenses and, in addition, to supply funds for Government war needs. Hence, unless our non-war business can be made to pay for the war the war will eat us down to poverty. Therefore, the need of non-war business is imperative beyond any question.

The recent Liberty bond campaign shows the early effects of the narrowing spiral referred to above. Four weeks of the most wonderful and costly advertising, four weeks of innumerable and amazing "stunts," and four weeks of the most tremendous selling effort were required to put the issue across. Why? Because people were unwilling to buy bonds? Because people did not know a war is on? Not at all. No people are more ready to stand behind their Government than we Americans are.

But—when the Government's need is money, our ability to supply that need depends upon our ability to earn money. And the fact is that in recent months so much money has been taken out of non-war industrial channels (and not returned thereto) that the American people are not so certain of their ability to buy bonds as they were in previous months when industry was going along more smoothly.

An influence here, to be sure, was the approaching income tax day. The same \$100 would not pay income tax and buy bonds. Men were forced to make provision for the tax, and in many cases their bond buying ability was re-

duced.

This condition in general will grow worse instead of better, unless very decided steps are taken to encourage non-war industry.

It did not take a war to bring us to the

souphouses of 1893-4.

And we shall certainly again make the acquaintance of souphouses unless non-war industries are encouraged, and that speedily.

This is no special plea for any retail industry. It is a plea for all industries. It is a plea for the United States, and the welfare of our boys at the front and our people at home. For, assuredly, unless the morale of the people at home is maintained, unless they have food, clothing, shelter and some degree of happiness, our boys at the front will lack that abundant provision which they ought to have, which they must have, to be successful, but which they can have only on condition that we maintain our prosperity at home. For out of poverty no nation can prosecute war.

Such is the good sense of the American public that, no matter what problems arise, we find eventually the right answer and come through But it would be tragic beyond victorious. measure if this war were to be lengthened a single hour because of the confusion of today, which is directly due to our mistaken prophets.

Therefore, if we are serious in wanting to win this war, we need first of all to get rid of misleading doctrines, and to spread quickly and vigorously and broadcast the knowledge that our safety and our success in war depends upon greater production, greater activity, more business and greater prosperity here at home, right at this time, and so long as war continues.

We must wake up, and we must wake up in a hurry.

When we want to build ships it is better to put a ship builder at the head rather than a lawyer.

Can You Reconcile These Two Statements?

WO articles have recently appeared in the Official Bulletin and the Emergency Fleet News issued at Washington that are somewhat contradictory.

As is well known intoxicating liquors are not permitted to be served to the men in the Army or Navy. Further than that a five mile zone has been established around every army and navy encampment or training quarters.

A further order has been issued by the President of the United States prohibiting the serving of liquor to soldiers in private homes or elsewhere in the United States.

Almost at the same time the shipping board issued an order stating that prohibition as it related to shippards was a dangerous experiment during the war and came out unalterably opposed to it in any form, stating it would decrease the efficiency of the workers.

If prohibition is essential for the men of the army and navy, if intoxicating liquors are absolutely forbidden to be served them at any time or place, knowing it would impair their efficiency, by what method of reasoning can the conclusion be reached by the administration, that to permit drinking among workers in the shipyards would increase their efficiency.

Prohibition has demonstrated its great value in the ship yards of Oregon and Washington. Why would it not then be well for the Federal Government to overrule these state laws and issue an edict that in order to increase the efficiency of those who are building the ships in Oregon and Washington, saloons should again be re-established.

The principal business before us now is to win the war, and no means should be neglected to increase the day's output of labor having to do with the building of ships.

If it is desirable for men working in the shipyards to have their beer and whisky, if it will make them better workers, then by all means let us give it to those men in Oregon and Washington, and to our soldiers, sailors and marines.

How France Handled the Drink Question

When the war first began absinthe was banned by one stroke in France. Parisians who had acquired the habit trembled in every limb, saying it would reduce them to physical and moral wrecks. But France had strong men who knew and recognized that every effort was necessary to withstand the demons.

Have you ever heard that French efficiency or valor was impaired because prohibition was put into effect?

Germany encouraged drinking in Russia. German interests have always been active in America in encouraging the manufacture of beer and whisky. Call to mind, if you will, the

names of the great brewing and distillery interests in this country.

Naturally those whose interests lie with the Fatherland are and in favor of the saloons, strong in their opposition to prohibition, but strange to say those who should have at heart the interest and welfare of our country do not seem to realize, or if they realize, hesitate for some reason or other, to put into effect measures which greatly increase our ability to care for our soldiers who are fighting for liberty and freedom, and for the lives of those very men, who by their actions encourage those things that debauch and destroy.

Two ounces is the war limit in bread, why then should we brew grain and waste it, why would it not be better to bake it?

We are told to save bread and sugar. Did you ever hear of breweries advocating to save beer?

Two billion gallons of beer was drunk in the United States, and vast quantities of grain and sugar entered into its manufacture.

A TIME FOR SANE THOUGHT AND GOOD CITIZENSHIP

Socialism today is rampant in the United States and it is not merely tolerated and endured, but approved in high quarters, says American Industry in War Time. The Socialist who behaves himself and does not make his theories offensive is entitled to all the liberties prescribed by the Constitution.

But the Socialists of the United States have interfered directly and effectively against our war program. They have hindered as far as possible. They have preached sedition. They have pilloried the United States as venal, money-loving and inspired in its war purposes by greed

They have attempted to interfere with the draft, with the Liberty Loan, with the Red Cross. They have preached sabotage to the workers of the country. They have held up the Executive to contempt. Are we drifting into a situation where we shall permit the dominance of our institutions and our methods of government by men avowedly antagonistic?

GIVE.

Give until you feel that you Cannot give another sou. Give until you're broke and then Make some coin to give again.

What is all you give away? There in Flanders yesterday Was a soldier, fine and true, Who gave up his life for you.

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A Patriotic Address

C. W. Asbury, President American Hardware Manufacturers Association, to the National Hardware Convention

AM HERE today, I believe, to tell you of some of the present problems which the Manufacturers are trying to solve, to place an estimate upon the weight of the future problems which will probably confront the producers of hardware as a necessary result of the great war and to tell you about some of the steps which have been taken to concentrate through co-operation the best efforts of the Hardware Manufacturers in performing their full duty and making their full contribution to the supreme cause—the winning of the War.

It is, of course, the purpose of the Manufacturers to give preference to the needs of our Government and to the needs of the Allies of our Government. over the commercial needs of our own people and to also give preferential treatment to the production of such goods as will best contribute to the conservation of food and fuel. We are not unmindful of our responsibility to also conserve transportation in carrying into effect this summarized program, as well as to direct the necessary labor in the most efficient way.

One of the greatest present problems is the prospective shortage of Iron, Steel and Fuel. The Di-

rector of Steel Supply of the War Industries Board is sincerely of the opinion that the entire productive capacity of all the blast furnaces and of all the steel mills in the country will be required for the needs of war, which means, of course, that the use of these materials for commercial purposes must be reduced to a minimum.

The Fuel Administration is quite confident that it will be impossible to supply fuel in sufficient quantities to keep our industries in full operation during next winter and in a laudable effort to best handle this serious situation they are now, through co-operation with the War Industries Board, arranging in advance a preference list of industries to which fuel is to be first allotted. The object in view is to insure to those industries which are devoted to war work an adequate supply of fuel for full operation and if there shall be a remaining surplus then to allot the surplus to industry in proportion to the importance of the work for war, including, of course, the work which contributes

to the production and conservation of food and other work of National importance.

The Fuel Administration is also putting forth every effort to secure the greatest possible economy and efficiency in the use of fuel, to make every pound produce the maximum of energy in horse power.

Another great problem now before us is labor. There have been many thousands of men taken from industry and other useful pursuite for military service, which naturally thrusts upon us a shortage of productive labor. This

shortage is intensified by the fact that we must produce larger quantities of all the countless items which contribute to a campaign of war.

If the war needs, tremendous as they are, are added to the normal peace needs, it is perfectly obvious that industry is confronted with a task impossible of performance—to produce quantities which will satisfy all war requirements and all the requirements of normal business in times of peace.

There can be no question as to which of the two, is to have preference. The war must be carried on with vigor and to an ultimate conclusion. Everything which is needed for the

accomplishment of that one definite purpose MUST be furnished promptly. Uncle Samuel will continue to say as long as the war lasts, "I want what I want when I want it," and it is our duty, our pleasure and privilege to strain every nerve to give it to him.

Right here let me say with earnestness and sincerity, that the women of the United States are responding nobly to the many calls for service. Women in industry are displaying wonderful talent and adaptability. They are doing the work formerly done by men with a display of better spirit and more patriotic fervor than the average of the men. There is unfortunately too much of a desire among workers in general to keep moving, by which I mean to change employment, to leave a job without adequate reason or with no reason at all.

Sometimes the change is made to secure a larger financial return and sometimes just to satisfy a longing for change. In either case the burden is put upon industry to pay the large cost involved in continually breaking in new



employees. This means in the last analysis that society is paying for a high cost of living, due in part to the waste resulting from a failure to appreciate the serious effect upon productive capacity and the serious effect upon cost of production which these changes involve. It is also true that rates of wages are still increasing by leaps and bonds, thus adding again and directly to the cost of production.

In general the labor problem of the Manufacturer reminds one of the performance of the cat chasing its tail, going round and round and not getting anywhere, except that the labor problem goes round in an upward spiral and we are not able to discern the top of the spiral and we don't know what is going to happen when the top is reached.

Then there is also the transportation problem of the country, which affects so directly not only the manufacturer but the distributor of all merchandise. It is perfectly clear that there is a very vital need to use the transportation facilities of the country in the first instance for the needs of the war and only second-

arily for peaceful commerce.

The great industrial section of the United States is in the New England and Middle Atlantic States. Within that section there have also been developed stupendous undertakings in support of the war program — Munition Plants, Arsenals, Ship Yards, Powder Plants, Chemical Plants, etc. Moreover shipments of troops, supplies and equipment, as well as all necessary supplies to our Allies, are largely made from ports along that Eastern Coast. Naturally the railroads are overburdened in transporting all of the countless things which are essential to keep such a vast machine in operation and when so overburdened it is absolutely necessary to interrupt the flow of peaceful commerce to the extent needful to give the right of way to the more urgent call of the war machine. Hence, we have embargoes and delayed shipments which very greatly add to the Manufacturers' troubles and contribute materially toward another increase in the cost of production.

We have now covered in a general way the more important of the present problems of the Manufacturer. As to future problems it is safe to say, they will intensify and grow greater as the war develops. In my judgment right now is the time for us to show the stuff of which we are made, to show by our acts that we are able to face trouble calmly with determination -unflinching, unalterable determination—not to be swerved from our course. We have set our course toward the goal of victory and we will pursue that course until the goal is reached. If the path is thorny, if it is rough going, if it means sacrifice, let us show at least that we can endure as men should and show our boys over there that we intend to support them with our all. We can do no less as they are giving their all—even to life itself.

We have thus far responded to the calls of our Allies. First for ships, more ships and still more ships; then when the enemy launched the great drive on March 21st for men, more men and still more men. I would like to say to all employers and to all employees as well as to all distributors and all abled bodied men and women everywhere—that our duty at home is Work, more work and still more work. There is no room in this country for the idler and still less for the slacker and traitor.

Sell Goods That Require Less Work to Finish

Coming now to the more specific duty we owe to the cause we should give first and constant thought to the needs of the war in both manufacturing and merchandising. Those who have assumed the responsibility of directing the many departments of the general campaign should fully inform the public as and when conditions change in order that your actions and mine may be shaped in harmony with the desired scheme.

For instance, when we are told that wheat. meat, sugar and fat must be saved, it is our clear duty to take our rightful place in our respective communities and work for this food conservation.

When we are told that there is a great shortage of labor, everyone of us should carefully examine the goods we are making or selling and if in those goods we find evidence of wasted labor, we should cut them out of our stock. There are today many items of hardware crocus finished and nickel plated to such an extent as to resemble pieces of jewelry. In many cases such finish is only for show or for the purpose of enabling someone to make a larger percentage of profit and serves no useful purpose whatever.

The retailers of the country can do a splendid piece of efficient work in the conservation of labor, if they will but educate their customers to the necessary economy of using plain. practical finishes and insist upon buying goods which show conservation of labor. Let the demand of the public be for high quality without frills and let our educational work be directed in harmony with the necessary labor conservation.

Each Can Help

In other words, I desire to point out clearly that there is work for each and everyone of us to do in helping to win the war, and gentlemen, we must do it. Think for one moment what a great big beast of a machine the man power of this great country is. If we all get back of that machine wholeheartedly my firm belief is that it would be driven straight through to Berlin and we would attain quickly the end of world conflict. Every man and every woman, therefore, has a definite and fixed re-

sponsibility to do his or her utmost in real work to help push the machine along.

Indeed this same suggestion may well be applied to conservation of iron and steel. There is a definite shortage in productive capacity in many lines of hardware, such as Axes, Cutlery, Hatchets, Hammers, Needles, Shovels, Spades, Surgical Instruments, Pliers, Wire Cutters, Drills, Taps, Dies, Gauges and many other small Manufacturers of all items which are short for Government use are doing a splendid piece of patriotic work. They are practically devoting all of their energy, their talents, their organization and their facilities to the needs of the Government and disregarding all commercial advantage. In some cases they are freely sacrificing all good will value in their respective businesses by adapting their facilities to war requirements and suspending for the period of the war, the manufacture of goods upon which they have established a name and reputation after many years of lavish expenditure and very strenuous work. A notable case of this sort is the Savage Arms Corp. of Utica, N. Y., who make public announcement by advertisement that they have discontinued the manufacture of rifles and pistols, having adapted all their facilities to making Lewis Machine Guns for the Government.

As the war develops there will be an increasing tendency to curtail the manufacture of the lesser essential class in order to provide fuel, iron, steel and plant capacity for those things which are most essential for the prosecution of the war. This will mean the giving up of certain commercial advantages and to many of our people it will mean enforced economy and sacrifice, but if I read our people aright these. things will be done willingly and gladly. The American people will never consent to an indecisive peace. They are prepared to endure and sacrifice until the end, however long the struggle is prolonged. They have made up their minds, their teeth are set and they are unalterably determined to bring the enemy to unconditional surrender.

Manufacturers of hardware are confronted frequently with new and complex problems as the exigencies of war develops. They are doing a splendid piece of patriotic work through co-operation and co-ordination. Let me quote one example of such work. A few weeks ago it suddenly developed that the Germans had perfected a quality of barbed wire so hard in texture as to resist the wire cutters in the hands of our troops. All the plier manufacturers in the country were summoned to meet in New York to consider the problem. The meeting was held on April 22nd and those manufacturers offered the free use of any of their patents in Government business for the period of the war. There was a perfectly frank discussion of the problem with definite suggestions contributed by each for the benefit of all and it was under-

stood that the problem was to be tackled promptly and that the suggestions so freely made, worked out in practice and submitted to another meeting in a week.

On April 29th the main factories again assembled and at that meeting a simple single action plier was presented which was splendidly successful. In exactly seven days an important German obstacle to the success of our troops was met and overcome and every possible facility in the country was quickly devoted to production of the tool. I submit that those manufacturers are real Americans and entitled to the gratitude of the people for their unselfish. broadminded, efficient, patriotic work.

LET YOUR FACE SO SHINE

In Virginia City, Nev., there is an ancient Chinese storekeeper, Chung Kee by name, who for 40 celestial years has been one of Nevada's notably happy men. Good days and bad you will find him sitting at his receipt of custom, and smiling on all comers like some time-worn but kindly Buddh'. He has made little money. Or what he has made he has given away again, or lost to debtors who wouldn't pay. And never has anyone been able to persuade him to get out an attachment for even the worst of them. Evidently he had some sort of philosophy. But just what was it, people wondered. And when, a few months ago, the town was to say good-by. with the proper ceremonies, to the 13 young men of its first draft-who were also, almost all of them, in old Chung's books-people wondered, too, what would he do about that?

This is what he did: When, in his turn he walked down the line to say good-bye, for each of the 13 he was hiding a \$5 gold piece in his

hand. And later he explained.

"Why I do that? They alla samee good boy. They no want hurt me. I not goin' hurt them. All my life I neveh hurt nobody. That why, alla samee my face she shine. Bad fella', always you know him. Why? Alla samee his face she don't shine. I'm prett' old man. Prett' soon I gotta go die. An' I want my face be alla samee shinin' when I'm dead."

There you have it. You can make money unfairly out of war if you want to. It's always been done. But next time you do, go and take a look at yourself in the mirror, and see if you can find the shine. And while some are making your blood money, there are those dying today in Flanders and Picardy—yes; and those who are only able to fight the good fight here in America—whose faces are going to shine forevermore.

Balanced between the desire to succeed and the fear of failure the timid man leads a miserable existence.

War Time Conservation of Business

By Elmore Petersen, Chief, Bureau of Business and Commercial Development, University of Colorado, Extension Division.

WAR of the magnitude of the present conflict touches us in every vital spot. This is especially true with regard to business, for the business world has been drawn upon more heavily than any other single human activity. When we realize that before our country was drawn into the fight, one sixth of all persons engaged in gainful occupations in the United States were in retailing alone, we can begin to form some notion of what it means to turn millions of men and women away from

ordinary business affairs into activities directly contributing to the war. There are a few business men who have not yet felt the strain; most of them have, and before this is over, all will know the world is at war.

This war has presented many new and interesting things to us Americans. Things we have always considered well nigh impossible and altogether unlikely, have come to pass. We have always "done as we pleased," and now we're learning what we may and what we may not do. The government regulates our food consumption and we strive to obey orders and frown upon him who does not. The government has taken control of our rail-

roads and we get busy arranging our shipping and travel to fit the new schedules. We are beseiged with income and excess profit taxes, and we sit up nights over records and figures, doing our best to pay Uncle Sam his just demands of us. These are only a few new conditions to which we are adapting ourselves, but more may come and more are coming.

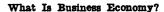
The American citizen has talked much about "personal liberty," with the air of the proverbial hog on ice. We have practiced a great deal of "Every man for himself and the devil take the hindmost," and called that "personal liberty." That isn't liberty; that's a brand of kaiser bill's hellishness—"might makes right." But we are learning a real lesson in service these days, service that makes me my brother's keeper; that in peace or in war. We're never going to win this conflict until we all get together. We as individuals don't belong to ourselves, let's get that clearly. We must have the spirit of the man of long ago who said, "Here am I, use me." Now, "use me" for what?

We can't all fight in the trenches in France, and it isn't necessary; some millions of us must do that, and leave it to those who go "over there" to render a creditable account of themselves. We can't all sew and knit for the Red Cross, or go as nurses; but some must and will, and we're proud of them. We can't all be Y. M. C. A. secretaries, great as that calling is; but many of our choicest business and professional men are going that way, and many more will go, God bless them. We can't all be

farmers, although the products of the farm are more necessary now than ever before. The big bulk of us must remain in the ordinary pursuits of life, but in an extraordinary capacity. One of the truest forms of patriotism is to keep the wheels of commerce revolving; to keep the fires burning under factory boilers; to buy and sell, loan and borrow, and in every other legitimate way keep money and materials in circulation.

"War-time Conservation of Business,"—why "conservation?" For answer let us look at the definition of the word. Conserve means to "keep in a safe or sound state; to preserve from change or destruction." A man in the employ

of the government at the present time is responsible for the statement that 50% of the business establishments in this country will fail as a result of this war. Isn't it well for us to "take heed lest we fall" and to preserve our business against change or destruction? Surely, this is an opportune time to study conservation as applied to business, if we have never studied along that line before.



One of the biggest cries is "economy." What is economy? Some people seem to think it means penuriousness, retrenchment, hoarding, miserliness, sacrifice, and a hundred other things. The word economy comes from the Greek root meaning "orderly, methodical." Webster's definition of economy is "orderly arrangement and management of the affairs of an establishment directly concerned with its maintenance and productiveness. Management without loss or waste." Conservation and economy in business are timely in these days of uncertainty and



rapid changes, but let us not be misguided by the lack of understanding.

We are called upon to give millions to Red Cross and Y. M. C. A. enterprises. We are urged to invest billions in Liberty Bonds. Is it good business economy to do these things? How about buying bonds? Let us see. Uncle Sam doesn't lock up a single dollar you lend him. He doesn't want your money to keep; he wants it to spend. And when he spends he spends lavishly. The money returns almost immediately in exchange for goods and services. Hoarding has ever been bad, but money in circulation means prosperity.

Let Us Be Optimistic

We can never use all our resources. We have subscribed 12 billion bonds so far. Our total product last year approximated 60 billions. If the war should cost us that (and all the allies haven't spent that much yet) it would be just one year's crop! And who wouldn't give a year's crop to knock out the fiendish Hun?

Some one may say, "A few fellows in war

Some one may say, "A few fellows in war factories are going to get rich with my money." For about a minute, they are, and then along comes income and excess profit taxes, and we have the second verse of the same song. Another says, "Much of this money will be sent to the allies in Europe." That's true, but for the particular purpose of being spent in good old U. S. A. because we are practically the sole world market for supplies.

If German propagandists could frighten our people into hoarding their money and keep us from buying liberty bonds or subscribing to the Red Cross, they would do more for the cause of the Hun than they will ever be able to do by facing our soldiers in the trenches. Close our stores, stop our factories, paralyze industry and tie the hands of our government, and how could we finance the war?

Business men and women, business IS NOT as usual! Away with such ideas. As one man has put it, we have just one big thing to do right now, and that is to kill Germans. To best do that we business people must get in step at home.

Business was never better, and we must make it even more so. Advertise and sell; people are learning to spend as never before, and spending means war finances, which are absolutely necessary. Buy bonds and subscribe to the Red Cross and Y. M. C. A. Don't be misguided by any German propoganda of timidity because such misguidance is fatal, not only to each one individually, but to the whole nation.

The second reason why so many business men fail, is inefficiency, past and present. We are facing the problem of increased business with fewer people in our organization. You retailers, your experienced help is going every day to help Uncle Sam. You must supply with someone else, and this is what you get. You get careless people; these need correction. You get those that are indifferent; these need ambition. Many are over-zealous, arguing patrons into unhappy choices; these need common sense. There are those who are entirely incompetent but who only need training to make them valuable.

These four classes of undesirables are found in nearly all business concerns, especially retail stores. Many business men don't know they have them; they know something is wrong, but what they can't tell. Take the matter of sales, for example. Are all your salespeople earning their wage? The average selling costs today run something like the following:

That means that a grocery clerk at \$20.00 a week must sell \$235.00 worth of goods every week for you as his employer to come out; and the other lines in proportion.

Suppose the clerk sells \$300.00 a week, what then? Do you pay him accordingly? You will fire a clerk who doesn't earn his salary—and you should. Your salespeople will fire you through carelessness and indifference if you don't pay them what they are worth, and that serves you right. Insist on fairness from both ends. If I were a salesman I'd keep track of my sales in order that I might become so valuable to my employer that a bonus would be forthcoming periodically.

Carelessness, indifference, over-zealousness, incompetence; they are all children of ignorance. It is significant and strange to say that one must pay for an education whether he gets it or not. Opportunities are seen, not made. One sees in a thing what he knows about it. If we are going to weather the present gigantic storm, we must know our charts and be able to read the signs aright. Captain and crew must work together. Let us not be misguided, but courageous and optimistic. Let us not be inefficient, but train ourselves wherever and whenever possible. Let us give a place to education in our regular business program. Then, and only then, will we really conserve our business, not only for ourselves, but for our nation and for all humanity.

None are so fond of secrets as those who do not intend to keep them.

You can't help liking a man who gets knocked out and then comes back.

If we eliminate conscience from our make-up we have nothing to brag of any more than a rabbit.

A New Zealand "Indent"

If You Don't Know About An "Indent" Your Education Has Been Neglected

F YOU are so fortunate as to have presented to you a card bearing the name of

E. W. MILLS & CO., Ltd. Hardware Merchants

Arthur D. Kerr Manager Indent Dept.

Wellington, N. Z.

you will look into the face of a good looking, pleasant voiced, young hardware man of modest demeanor.

It will be worth while talking to Mr. Kerr, for he is none other than the general buyer of this enterprising New Zealand hardware jobbing house and he is on a buying tour throughout the United States.

He has been a reader of the HARDWARE WORLD for many years, he tells us, in fact due to the advertising and articles appearing in its pages he has taken on the agencies for a number of lines of American manufacture.

It only needed a suggestion from W. D. Collins, Western representative of S. L. Allen & Co., Philadelphia, to call, and we thank Mr. Collins for his thoughtfulness.

Mr. Collins himself makes annual visits to Australia and New Zealand, and E. W. Mills & Co., are one of their valued connections.

We would like to show our readers a photo of this handsome New Zealand hardware man and although we have his photo on our desk as we dictate this item, we cannot violate Mr. Kerr's confidence in requesting we do not use it. Nevertheless it adorns the walls of our office along with those of many other prominent hardware men.

This is Mr. Kerr's first visit to the United States, and naturally we are interested in his views of us. It is a good thing "to see ourselves as others see us," as Bobby Burns reminded us.

You know we Americans or Yankees, have a very exalted opinion of our own importance. We have been told so often, and so long, by self seeking politicians that we are such wonderful people—but thank God, we don't believe it in the same way the Germans do.

We are perfectly willing to admit that there are good people in other countries, but we need to have some of the conceit taken out of us occasionally, and to look at ourselves through other people's glasses.

Now, Mr. Kerr is the last man in the world to presume to advise, or to suggest, much less criticize, and he wasn't talking for publication when he told us some things in response to our inquiries. Nevertheless, it won't do harm and it may do us much good, to get his viewpoint.

One of the first things that struck Mr. Kerr when he came to this country was the glaring headlines of our daily newspapers. It is disgusting we admit, sensational newspapers think black letters several inches high is a good way of selling their newspapers. Put it down as an accepted fact the larger the letters, and the blacker or redder the type appears, the more sensational and untrustworthy the papers. We agree with Mr. Kerr.

Another thing that impressed him as unusual is that all newspapers and magazines are so highly illustrated. He said English and Australian papers have very few illustrations.

In this regard, Mr. Kerr will pardon us if we tell him we think here is something perhaps some of their newspapers and magazines could pattern after, for the people like to see "pictures." They want to have brought before their vision what a man is talking about in his article, or see how a man looks.

This is the space we would have used for the photograph of Mr. Kerr, and although we have this photo we promised him we would not violate his confidence and use it.

We have always considered the confidence and good will of our friends one of the biggest assets in our business.

Some day when we do have his permission we will show you just what a handsome fellow he is. Possibly we may have to write to Mrs. Kerr to obtain it.



But we are not under the same restrictions in showing the photo of Mr. Collins, which we do in miniature, and you will see it was taken "after dark."

Generally people will stop to read an article quicker if there is a photograph or illustration accompanying it. We believe American newspapers and magazines are to be commended for their enterprise in this regard.

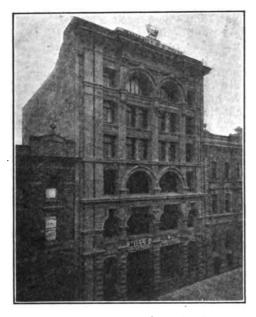
He tells us that Australian hardware merchants purchase 65% to 70% of their goods of British manufacturers, and 30% to 35% from American manufacturers.

British enamelware is far more popular in Australia, chiefly because it was the first to be marketed there, and then their size and shapes seemed to appeal to the Australian people more than do American designs. There is a difference it is well for American manufacturers to consider.

In the line of ice cream freezers, refrigerators, tools, etc., American manufactured goods are sold to a large extent.

American Manufacturers Must Look Out After The War

One thing he did say we are going to pass along and that is after the war American man-



in the last ten years to find out just what their plans were.

He had many other interesting things to say, things we ourselves know to be true but he was not talking for publication and so we do not feel free to quote him for as we have said he is the last man who would presume to advise or criticise.

It is not surprising the Australian and New Zealand people feel as they do. If the position were reversed, we will venture to say we would feel as strongly.

Mr. Kerr is proud of the fact that he represents the largest jobbing house in New Zealand, an institution that was established in 1854. It has ten traveling salesmen, selling their regular line and one special machinery salesman, one sporting goods salesman and one paint salesman.

He has been connected with them for many years.



Here are shown two of the large buildings occupied by E. W. Mills Company, Ltd., one of the most enterprising jobbing institutions in the South Seas, an institution that ranks with the largest and most enterprising in the world.

ufacturers must look well to their laurels if they are to hold their trade in Australia and New Zealand.

It is a fact, and you can't blame them for it, that the Australian and New Zealand people feel they should be loyal to British manufacturers and to British goods. We all know our government was so unpardonably slow to realize what Belgium, England and France were fighting for, and American manufacturers will have to suffer for the foreign policies of their government, although they were not in the least to blame. You cannot blame their merchants for England was giving her life blood for the protection of the world.

If it hadn't been for England's Army and fleet there is no question but what America would have been invaded just as soon as Germany could get to us. You may call it idle talk. You may say it is ridiculous, nevertheless we have only to examine the published books and articles that emanated from Germany with-

John F. Mills, the head of the firm, is the sole surviving son of the founder, E. W. Mills, and is its general manager. Mr. Mills the present head is a native of New Zealand, his father coming direct from England.

Australian and New Zealand merchants have been greatly affected by the lack of ships to import goods, as well as to export their supplies.

Smaller merchants particularly, have been very seriously handicapped. Loyally responding to the call of the Allies the people of New-Zealand and Australia accumulated vast quantities of food supplies, running into tens of thousands of tons, butter, cheese, frozen meat, etc. For miles warehouses were erected along the water fronts and wharves in order to accommodate these stores. The heat and other conditions caused a great deal of it to be spoiled and totally lost.

Fourteen years after the first settlers landed in Wellington, New Zealand, to be more ex-

act, in 1854, the late E. W. Mills founded the establishment of E. W. Mills & Co., which has continued until the present day, making it one of the oldest hardware concerns in the world.

E. W. Mills & Co., were among the first importers of American hardware, and we believe today it still continues to rank as one of the

largest.

The firm deals extensively in every class of hardware, house furnishing and sporting goods, and also has special departments and staffs for

machinery and ship chandlery.

One of the employees of E. W. Mills & Co., E. W. Gibbs, has been connected with them for fifty-four years, and on the anniversary of this fiftieth year was given a holiday of six months and a trip to England. Another employee, John Elliott, has been with the firm for forty-five years.

This fact itself is evidence of the position they occupy and of the high standing and character of the men who have been instrumental in making it the success that it is.

The large premises are centrally located, close to the wharves, and the operations of the

company extend over the whole country.

We are showing a photo of two of the buildings occupied by E. W. Mills & Co., which will indicate something as to the size of the institution.

If you will get out your map and look at the island southeast of Australia, perhaps you will get a correct idea as to the size of this country, its possibilities for trade and what it can produce. It doesn't look as if Australia was 1500 miles away from New Zealand. Wellington, the capital is an interprising city of some 85,000 people.

E. W. Mills Co. Ltd., are firm believers in advertising, but they believe in advertising one

article at a time.

TRADE NOT HURT BY ECONOMY

Mr. Babson tells us that trade is not hurt by economy. "This talk of saving is just a question of spending, an option of whether you spend for temporary or permanent account. The public calls it saving when a dollar is put into the bank, but the money is almost immediately loaned out and spent for machinery, improved roads, or other permanent goods. The less there is spent for transitory merchandise, such as food and clothing, the more will be spent for factories and farm implements. This keeps up the total volume of trade, regardless of thrift, or extravagance."

Mr. Babson tells us that he has received practically as many reports of increased as decreased sales. In fact, the most serious difficulties reported are not traceable to economy or lack of demand, but lack of supplies.

Mr. Babson reports that sales are 15 per cent above sales of a year ago. This, of course, represents business in terms of money and takes no account of the great increase in prices Allowing for this price advance of about 37 per cent, Mr. Babson estimates that the actual amount of business in terms of tons or other units is below that of a year ago by about 14 per cent.

THE SUGGESTIN' CLERK

Beats all what a suggestin' clerk
They have in that hardware store;
I never can buy all I need
With him a-suggestin' more!

I buy a hoe; he smiles, and says,
"Now don't you need a rake?"

If I buy nails: "Need any screws?"

Some such remark he will make!

Somehow, when he suggests the things, I always think I need 'em— Believe he helps create my wants That he may help to feed 'em!

He looked at me so shrewd one day—
It put me on my mettle!
Because I purchased then of him
A pan and granite kettle.

"Now don't you need a wife," said he,
To keep the pot a-boiling,
And make the household wheels go 'round
When everything needs oiling?"

Alas! alack! Suggestin' clerk!

I've been and popped the question!
He'll sell me lots of ware, because
I heeded his suggestion.

A serious man is generally considered a joke by his wife's relatives.

There are times when it is better to have a poor opinion than none at all.

The following curious maxims were placarded on the walls of the elder Baron Rothchild's bank:

"Carefully examine every detail of your business. Be prompt in everything. Take time to consider and then decide quickly. Dare to go forward. Bear troubles patiently. Be brave in the struggle of life. Maintain your integrity as a sacred thing. Never tell business lies. Make no useless acquaintances. Never to appear something more than you are. Pay your debts promptly. Learn to risk your money at the right moment. Shun strong liquor. Employ your time well. Do not reckon upon chance. Be polite to everybody. Never be discouraged. Then work hard and you will succeed."



IS IT COMING TO THIS?

A soldier or a sailor works for \$30 to \$35 per month to protect the lives of our citizens in the United States—working long hours day and night, under the most inconvenient and trying circumstances, risking his life every moment—when he stops work or deserts he is treated as a traitor, and you know how severely he is dealt with. If he escapes with his life he is given a sentence ranging from five to fifty years at hard work.

The military authorities well realize the seriousness of his offense, even though there may be mitigating circumstances due to the nature

of his work and the risk he is taking.

But men working in the munition or shipbuilding plants, who construct ships to carry food and ammunition to men who are risking their lives every moment—your boys and mine in the trenches—at a time when each day's delay may mean the sacrifice of thousands of lives—these men are not obtaining merely \$30 per month, but many times that amount—when such men engaged in this work in this country, under the most pleasant circumstances stop work, what is it that occurs?

Ninety-nine times out of a hundred, even if it is not the hundredth, he is given an increase in wages, politely asked if he will consent to put in time and sign the weekly pay roll, well understanding he can stop work again in a few weeks or months at most and still continue to

strike again and again.

Is it coming to this, that because of the organization of these men who boast of the votes they control, the million or more who are already across the seas, fighting for the lives and liberty of such as are supposed to be making munitions and constructing ships, are we to continue to be ruled by such traitors no matter under what guise or organization they operate?

We conscript men to fight, we conscript railways, telegraphs, telephones, manufacturing industries, but we permit these daily occur-

rences.

What is needed? Are we to become another Russia?

WAR SUBSTITUTES

Economy for Waste.
Co-operation for Criticism.
Knowledge of Prices for Gossip about Profits.
Cornmeal and Oatmeal for Wheat Flour.
Fish for Beef and Bacon.
Vegetable Oils for Animal Fats.
The Garden Hoe for the Golf Stick.
Performance for Argument.
Service for Sneers.
Patriotic Push for Peevish Puerilities.
Perishable for Preservable Foods.
Conservation for Conversation.
Common Sense for Common Gossip.
Marketing for Telephoning.

EX-GOVERNOR HUGHES' OPINION ON ZONE LAW

We want you to read the open letter published from Ex-Governor Charles E. Hughes, one of the ablest men in the country, who has never been a politician seeking to catch votes, but whose well known methods of giving careful study to any question which is presented to him, and whose national reputation as an investigator has been responsible for some of the most advanced legislation in the country.

Ex-Governor Hughes is a forward acting man, rather than a mere forward looking one. for as he says he does not believe in "looking

backward, or walking backward."

The Zone system that was slipped through Congress by self seeking politicians was gotten through by a ruse, attached as a rider to an appropriation bill without any investigation or discussion whatever. No one had the opportunity of presenting any facts. The methods used were similar to that of other laws that have been rushed through Congress for political purposes.

It is far worse than the Zone system which was abolished by President Lincoln in 1863.

Charles E. Hughes has nothing to gain or lose by urging that Congress should repeal such an iniquitous law.

It is a serious matter, not only for the publishers, as well as subscribers, whose rates will be raised, but it encourages the sectionalism and sectional feeling, something we have been trying ever since the Civil War to get rid of. Read the article on another page, and please write to your Senator and Congressman asking its repeal.

WATCH YOURSELF GO BY

Just stand aside and watch yourself go by:
Think of yourself as "he" instead of "I,"
Pick flaws; find fault; forget the man is you
And strive to make your estimate ring true.
The faults of others then will dwarf and shrink,
Love's chain grows stronger by one mighty link.
When you with "he" as substitute for "I"
Have stood aside and watched yourself go by.

A. H. DESSAU SHOWS RIGHT SPIRIT

A. H. Dessau, advertising manager of the Stanley Works, New Britain, Conn., although a married man and exempt from military service, could no longer repress the patriotic spirit and has joined the training camp for officers at Camp Devens, Massachusetts.

"What are we fighting for, you ask?
What are our terms of peace?
Let him who turned the land to waste;
Let him, who turned the seas to blood;
Let him, who turned kind hearts to hate—
Ask them—upon his knees!"
—James Weber Linn.



GETTING RID OF TROUBLE BY BUYING DELIVERED INSTEAD OF F. O. B.

(Copyright, by Elton J. Buckley)

I have the following letter from a retail merchant on a very important and timely subject:

We have suffered considerable loss and annoyance through the loss of goods in transit from manufac-turers and jobbers to us, and while we are willing to admit it is not altogether the shippers' fault, it seems to us that in most cases they are in a better position to obtain redress than we are. In most cases the shipper refuses to enter any claim for the loss and insists that his responsibility ceases when he delivers the goods to the carrier.

We should like to know if by printing our order forms in the following manner the shipper would automatically assume the responsibility. At present we simply state "Ship to us by express (or rail, as the case may be) the following goods."

Instead of this we propose to use the introduction: "Please deliver to us at.....by......."
Can you tell us if this stipulation will throw the responsibility of getting the goods to us in perfect condition on to the shipper as we desire it should be!

Let me explain the legal principle on which goods are sold, and this correspondent, together with the readers hereof generally, will more clearly understand my answer to the question.

Goods can be sold two ways: First, f. o. b. the seller's station (or f. o. b. the seller's warehouse), or, second, delivered to the buyer's station or store, etc. The seller invariably prefers the first way, and with few exceptions all sales of merchandise are made that way today. The buyer should prefer the second, although he never contends very strongly for it, merely accepting in the average case the seller's way of doing it. Why the preferences are as they are I will explain.

When goods are sold f. o. b. the shipper's station, the seller's duty is done when he delivers the goods, in good condition, to the railroad company. When he does that his claim for the price of those goods is complete, and if they never reach the buyer, or reach him damaged, he, the seller, can still collect from the buyer the full purchase price. The foundation principle here is that when sales are made f. o. b. the seller's station, the railroad company to which they are delivered is regarded as the agent of the buyer, not of the seller, and delivery to the company is the same as delivery to the buyer himself.

Therefore title passes to the buyer at the instant of delivery to the railroad; the goods are his from then on, and if anything happens to them it is up to him. HE must make claim on the railroad for any damages which may arise, and he cannot refuse to pay the seller until the railroad has paid him. This is the reason why the seller always prefers this method of selling.

Where goods are sold delivered or f. o. b. the BUYER'S station the seller's obligation of course goes further. The goods are then his until they are delivered, and he cannot collect for them until delivery in good condition. If they are lost, or damaged in transit, the job is his to claim on the railroad. Naturally he avoids this method of selling whenever he can.

Now as to whether the plan suggested by the correspondent would change this situation. It would have to change it if it is going to succeed; in other words, it would have to go further than a mere clause in an order blankit would have to change the entire method of selling and sell delivered instead of f. o. b. If this plan will do that, it will accomplish the corresondent's purpose, but I whether it would do it. You can't overturn the established custom of years by introducing a new clause in an order blank, certainly not unless you give the seller specific notice of it and its object is clearly understood. In a nutshell, a buyer can rid himself of all the nuisance of paying for goods that are damaged when they reach him, or that don't reach him at all, and then making claim on the railroad, by buying delivered instead of f. o. b. the seller's station. That puts the whole thing up to the seller.

But you couldn't accomplish this except by making the contract clearly and plainly a delivered contract, and that you would have great difficulty in doing, because every manufacturer and jobber from whom you buy will be against you as soon as he understands what you are trying to do. Nevertheless, if you can get your manufacturer or your jobber to agree to sell you delivered, your troubles will be over. But the contract should be open and plain and state all of its phases, such as responsibility for freight charges, etc. You could not do it by suddenly and without warning slipping something in the order blank.

The hardware dealers of Lewis county. Idaho, have perfected a local retail hardware organization, by electing Charles Giles of Ilo. president; J. B. Henry, of Nez Perce, secretary; and Charles Giles, F. S. Erb, and J. L. Dempsey, directors. This is in line with the action of enterprising merchants everywhere in forming local organizations, and one that should be of benefit to merchants in every section.

J. Klenert, formerly buyer for L. Bamberger & Co., Newark, N. J., is now connected with the Marlin Hardware Co., 110 Fulton street, New York. They will be glad to send catalogs and discount sheets to any of our readers in that section who are interested. This is a new enterprise handling hardware, auto accessories and supplies.

What's the use of running when we are not on the right road?

To produce a work of art you must first master the art of work.



EFFECTIVE ADVERTISING.

The question of the most effective advertising for retail merchants is always uppermost, especially with every ambitious merchant.

In previous issues, we have referred to various methods which have proven good in the instances cited.



H. SUMNER GEER

Some merchants use cartoons in their windows, illustrating current or up-to-date events.

Others issue a store paper, or house organ, still others send out blotters, calendars, to say nothing of using the publicity aids by manufacturers, coupled with advertising in the local or home paper.

Freezers that will make ice cream,
Heaters when you have no steam;
Paints in forty different shades,
Rakes and hoes and garden spades.

DOUGLAS BROTHERS.

Hardware Store on
Jerome Avenue.

Still, it is always well to consider other means of publicity, and to be willing to try it out. What appeals to a portion of the people in your community would have no effect on others.

We are really not to blame
When the streets are wet with rain,
And your nerves are on the rack,
Wishing for a nail or tack,
Do not worry, wail or moan,
Order on the telephone.—Tre. 3062.
DOUGLAS BROTHERS.
Hardware Store on
Jerome Avenue.

Many successful men believe that to give their store news in a pleasant way, leaves a "pleasant taste in the mouth." Some have caused their stores to be remembered in some verse or rhyme.

Help Yourself.

Plant! Plant!! Plant!!! The boys are coming—
Cheer up Farmers and be gay—
With a Spade, a Hoe and Rake
They are ready now to take—
Garden land for Seeds and not for them to play.
(Sing it).
—Bronx Nut.

But H. Sumner Geer is more than a "rhymester." He is a successful hardware man who makes his abode at 1904 Jerome Avenue, Bronx Borough, New York. Aside from selling hardware and house furnishings, he likewise furnishes rhyming verses to hardware merchants throughout the country, and those who have tried them think them good, and continue. Manufacturers also have him make verses for their products.

Fishing poles, with line and reel,
Hooks to catch a fish or eel.
Busse chair seats, any size,
Buy them now, before they rise.
We now hope you have no reason
Not to call on us—this season.
DOUGLAS BROTHERS.
Hardware Store on
Jerome Avenue.

Years ago there was a man who made a good sum for simply writing business or trade slogans. He charged a good round sum for it. The price which Mr. Geer charges, however, is within the reach of every merchant, large or small. He doesn't seem to have any diffi-

A Hardware Dealer once did say,
To customers who could not pay,
Please come around some other day—
And then of course they went away.
But if he said I cannot trust,
I must have cash or I will bust,
I do not want my goods to rust,
His patrons thought it was but just.
—Bronx Nut.

culty in having the spirit or muse move him. We are showing some of Mr. Geer's verses in this issue. He will be glad to hear from any of our readers, and assist them in preparing any booklets or cards with appropriate verses, or to get up a series for them, which they can use in their home papers, or store paper. The expense, at any event, is so little, that it would be well worth while for merchants to write to him.

Bread and Cake Pans on the list, Pie Plates never should be missed; Fixtures for the bathroom, many, Lamp wicks selling for a penny.

DOUGLAS BROTHERS

Hardware Store on

Jerome Avenue

A Lesson From Mail Order Methods

You Know This Is True. What Have You Done to Help Yourself?

(Copyrighted; all rights reserved)

THE mail order houses are selling to your customers more of some kinds of goods than you are selling and they are doing it by taking advantage of the opportunity the catalog offers them.

As a rule it is easier to see what a thing is like if it lies before us than if we have only a picture of it. We have thought so long in terms of this rule that we have forgotten to

look for the exception to it.

The rule applies more particularly to things people know something about, or to things the use and quality of which are obvious almost at a glance. Things which people cannot identify at sight, things they know little or nothing about they view merely with curiosity when they see them on the counter, and that curiosity rarely leads them to seek for complete information.

Where the mail order catalog puts it over our stores along this line is in the matter of

explanation.

Some new item of stock lies on the counter where people can see it, but they do not know what it is unless it is labeled with a card, and even then they get only the bare name and a hint of its possible usefulness. Of course the complete story of its uses might be printed on the card, but it never is, and anyway people will not often stop to read a long story on a show card. The salesperson in charge could keep watch and when anyone looked at the article, step up and explain its use, but salespersons do not often do that—even when they are not so occupied that they cannot.

To sum it up, explanation is possible when goods are shown where people may see them, but it is not probable. Many things operate to make it more than likely that the observer will not find out all he or she might like to know about the particular item in question.

People Like to Be Told

On the other hand everything favors full explanation in the catalog. The catalog cannot show more than a picture of the goods and it must therefore give a complete description. This description must detail the uses and the advantages of the item in question.

The writer in the mail order catalog has plenty of time to figure out all the advantages of the goods and to detail them for the benefit of the reader. While a clerk may be short of time or short of inclination to give customers all the information desirable, the catalog maker's business is to go as far into details as is profitable. He has the time, too, to put his description into the most effective language.

In getting influential description into the catalog, the buyer or the manager need go to the writer of the description just once and impress upon him the necessity for doing the thing properly. He does it but once himself. The printing presses do the rest. In the case of the store salesperson, that person must not only be informed about the goods, but there must be constant pressure to keep him interested in giving visitors the desired description.

Our Stores Are Full of Goods

That comparatively few people buy because only a few people become interested in them. More people would buy these items if they knew all about them, but they do not. The casual newspaper advertising the items get is not sufficient to explain all their advantages. The occasional effort of a salesperson does not reach many possible purchasers. So the catalog houses are selling some goods in larger quantities than the retail stores.

When a possible customer sits down with a catalog, she has time to study it with some care. She will read fully the description and find out more right then and there about some article than she would have learned in seeing it in the store a dozen times.

Here is an instance that shows the actual

working out of the idea.

"How do you sell so many of our No. 1090 baby strap?" wrote a manufacturer to a mail order house. "Marshall Field. Gimbel and Wanamaker and a number of the big stores have sold this strap for years, but your sales since the first of the year have run beyond their aggregate sales. How do you do it?"

The answer was simple. "We have a chance to EXPLAIN your baby strap in our catalog and to show a picture of it attached to a

high chair."

The rather confusing bunch of leather lying on a counter or showcase, even it it had a showcard over it, did not suggest the strap's possibilities to the shopper. It required explanation to develop interest and make sales.

So it is true that in every store there are goods that would sell better if explanations accompanied displays, if the casual observer could see what, why and wherefore about them. If the retailer is to hold his own in selling these goods, if he is to get his share of the business on them, he will have to arrange for explaining to the public all about them.

Sometimes the best help in explanation will be an illustration of the article in use, with a brief line of description. Sometimes a few clear cut sentences on a card will explain.



Sometimes the article itself may be shown in use instead of rolled up or folded in a box.

If it is so easy to sell certain goods that a mail order catalog can sell them on a printed explanation of their use with only a picture to help, it certainly ought not to be difficult for stores to sell the same things when the goods themselves may be shown and the explanation given where the customer has a chance to ask further questions.

Success in working out this greater explanation plan must naturally depend to a large extent upon the salespeople being well informed about the goods, and on this account and on all accounts, the merchant should see to it that information about all his goods is available for the clerks, and more than that, that it is absorbed by them.

If you want to know more about how the catalog house puts such business across, get the catalogs and look up the descriptions that are selling goods faster than display is selling them in your store. You ought to have all the mail order catalogs constantly on hand anyway. They are full of ideas for you.

THE SAME TODAY, TOMORROW, FOREVER

The following statement was expressed by John Stuart Mill more than half a century ago:

War is an ugly thing, but not the ugliest of things. A decayed and degraded state of moral and patriotic feeling which thinks nothing worth a war is worse.

When a people are used as mere human instruments for firing cannon or thrusting bayonets simply to serve the selfish purposes of a master, such warfare degrades a people.

On the other hand, war to protect other human beings against tyrannical injustice; a war which is their own war for the upbuilding of righteousness and freedom, such wars are often a means of a nation's regeneration.

A man who has nothing which he is willing to fight for, nothing which he cares about more than his own personal safety, is a miserable creature with no chance for freedom unless gained for him by better men than himself.

So long as justice and injustice have not terminated their ever-renewing fight for ascendency in the affairs of mankind, human beings must be willing when need be to do battle for one against the other.

The most afflicted part of a house is the window. It is full of panes, and who has not seen more than one window blind?

The true man is the one who realizes that his greatest development comes from overcoming resistance and triumphing over obstacles.

THOSE CLERKS OF SMITH'S

Good-natured bunch! they smile on you, Say "Howdy!" and smile again! Your heartstrings loosen, and your purse— Well, it opens wide to them!

They take some human interest
In the common folk—like you!
A homey sort o' halo seems
To shine around what they do.

They ask about the wife and kids, And crops, and talk of weather; Somehow, you just enjoy the time You're spending there together!

You know that clerk is surely not Machine to get your money; But only man who works with you To get from life its honey.

They work for you, you work for them
With human interest, till
The trade—well, trade just flows to Smith's
As water flows downhill.

HAVING CONFIDENCE IN YOUR BUSINESS.

We laugh when we think of the story told about the man who decided he would go into the banking business; and renting a building, placed a sign with the word "BANK" in big letters across the window. The first day a man came in and deposited \$50.00. The next day another man came in and deposited \$50.00, another left \$75.00, and another \$40.00. By this time the banker began to gain confidence in his bank and deposited \$100.00 himself.

Such a condition and situation seems ridiculous; but don't you know, Mr. Merchant, that some dealers appear just as absurd and ridiculous to the public when they urge everybody to buy at home—and then go to some distant city to buy their clothing, their groceries and other things they want.

Every time a merchant urges the people of his town to buy goods at home, patronize home industries, keep money at home, and all these things, and then fails to do these things himself, he places himself in about the same light in the eyes of the people of his community as the banker that the story is told about, that is, he causes people to feel that he lacks confidence in his own teaching and that he lacks confidence in his fellow business men.

To make good should be the chief concern of every man. Honesty, loyal, conscientious endeavor will help us to accomplish that for which we aim.



Chas. E. Hughes Condemns Postal Zone Law

O MAN in the country stands higher than Ex-Governor Charles E. Hughes. He is one of the most able men in the country.

When Governor of New York, he was responsible for the enactment of much constructive legislation. It was due to his investigation that corruption in the life insurance companies a number of years ago was exposed and cleaned up. He is known as the man who stopped the gambling and race track demoralizing influence.

He is one of the few men who ran for office where the office sought the man and not the man the office. Even those who differ with him politically admit that he is a man of fixed and inviolable principles, one who has never kept his ear to the ground to first see which side would be popular or control the most votes on any issue.

Such a thing as considering party welfare in order to obtain votes or secure office cannot be said against a man like he. He believes in the upholding of the constitution, the maintenance of law and order, the enforcement of law equally to all alike. He plays no favorites.

In 1911 he was on the committee to investigate second class mail matter and gave consideration to the Zone System, which by the way had been abolished by President Lincoln in 1863.

He was recently asked by the Publishers' Advisory Board to act for them because they knew he had made a study of and was familiar with the details in the Post Office department. He gladly consented to act, but would not accept any pay therefor. The letter following is typical of the man and speaks for itself.

You can do a favor to yourselves as well as to the publishers to write to your Congressmen and Senators asking for the repeal of this law which was put on the statute books by politicians in Congress without any investigation whatever.

It was done by the methods of a few wilful Congressmen who happen to be in position by reason of their chairmanship in certain committees to slip it through Congress as a rider attached to another bill without the matter being given any attention or discussion.

Read his letter and do as he suggests and write to your Congressmen and Senators.

1262 New Hampshire Ave., Washington, D. C. June 17, 1918.

Mr. Allen H. Richardson, Publishers' Advisory Board, 200 Fifth Ave., New York.

Dear Sir-

In answer to your letter, I beg to say:

I prefer not to accept a retainer to appear before legislative committees upon matters of general policy, as in such matters, if I have anything to say, I desire to speak only as a citizen.

I have no hesitation in saying that I regard the zone system of postal rates for newspapers and periodicals, coming under the definition of second-class mail matter, as ill advised. The Commission on Second-class Mail Matter (appointed in 1911), of which I was a member, considered this question and reported unanimously against the zone system. We said in that report:

"The policy of zone rates was pursued in the earlier history of our post office and has been given up in favor of a uniform rate in view of the larger interest of the Nation as a whole. It would seem to the Commission to be entirely impracticable to attempt to establish a system of zone rates for second-class matter.

"Progress in the post office, with respect, both to economy in administration and to public convenience, leads away from a variety of differential charges to uniform rates and broad classifications."

In my judgment the zone system for secondclass mail matter is unjust to the publisher and unjust to the public. It not only imposes upon the publishers the additional rates upon a sectional basis, but it makes necessary the added expense for the necessary zone classifications at a time when every economy in production and distribution is most important. It introduces a complicated postal system to the inconvenience of the publisher and public when there should be a constant effort towards greater simplicity. There is no more reason for a zone system of rates for newspapers and magazines than for letters.

Newspapers and magazines are admitted to the second-class postal rates on the well established policy of encouraging the dissemination of intelligence, but a zone system is a barrier to this dissemination. If it is important that newspapers and magazines should be circulated, it is equally important that there should not be sectional divisions to impede their general circulation through the entire country.

We are proud at this moment of our united purpose, but if we are to continue as a people to cherish united purposes and to maintain our essential unity as a nation, we must foster the influences that promote unity. The greatest of these influences perhaps, is the spread of intelligence diffused by newspapers and periodical literature. Abuses in connection with second-class mail matter will not be cured by a zone system of rates. That will hurt the good no less than the bad, and perhaps some of the best sort of periodical literature will be hit the hardest.

We do not wish to promote sectionalism, and "one country" means that our correspondence and in the diffusion of necessary intelligence we should have a uniform postal rate for the entire country. The widest and freest interchange is the soundest public policy.

I hope that Congress will repeal the provision for the zone system which is decidedly a looking-backward and walking-backward measure.

Very sincerely yours.

(Signed) CHARLES E. HUGHES.

ARE YOU GOING OR COMING?

(By William Hart)

What is your business going to be after the war—an institution or a memory? Are you grooming yourself for second place—for oblivion or for leadership? You may have anything you want—but you must decide now.

You cannot eat your cake and have it, too. You cannot hide your head in the sand until the storm is over and then make the public believe that you are one of the country's big, bold captains of industry.

This country isn't going out of business!

J. Pierpont Morgan, the elder, made his money "by always being a bull on the United States!" No matter what went up or down, he always played the United States for a rise.

Have you a better system to suggest? Are you playing it? And is it working? And does your pessimism make you happy? Or are you a little more nervous, a little less confident each day? And has your state of mind anything to do with your fitness to hold a big business together and to maintain its momentum?

This war period is the acid test! It's going to spotlight the big men in American business—the creators, the men of imagination, foresight and staying-power—the men who were "always bulls on the United States."

If your business is built on publicity—on the public's knowledge of you and its good-will toward you—are you going to keep that knowledge alive and that good-will active—or not?

Suppose you can't fill your orders now—suppose your facilities are all taken up with war work—or you can't get enough cars to ship in—or the public isn't buying your goods just now—or any one of a thousand things—are you going to invite the public to forget you?

Suppose the war lasts five years and you can't make a dollar during that period and your normal profits are a million dollars a year, is it worth anything to you to keep your good-will active and growing—and to position yourself for a profit of one or two millions a year after the war?

How much is your good-will worth—isn't it easily worth ten times your annual earning capacity? Do you want to forfeit an asset like that just because you can't cash in on it for a

year or two, or maybe five? How long has it taken you to build it—and how much has it cost you? Do you want to buy it all over again? Do you think you can buy it any more quickly or cheaply the next time?

And how long do you think it will be good for in these times, when the public has more to think about besides you, than it ever had before? The public has a short memory. Are you willing to risk its forgetfulness—even to invite it? Figure it out in dollars and cents. Can you afford it?

THE PRICE-CUTTER

Cutthroats! The price-cutter in business is the cutthroat who drives the small concern to the wall. He is, therefore, as obnoxious as the merchant who raises the price and increases the cost of living. The price-cutter hides behind a misnomer. He may cut the price on some article whose popularity has been secured by extensive advertising, but he invariably increases his profits on other lines of goods that he may foist upon the unsuspecting customer.

Curiously enough, the Sherman Law did not have for its sole purpose a reduction in the cost of living, for in two instances, at least, action was brought by the Government against corporations on the ground that they had violated the Sherman Law by reducing the prices of their commodities to a level that endangered

competition.

The Ward Baking Company was accused, for instance, of giving away bread to induce custom, and the Corn Products Refining Company was accused of selling its corn syrup at a lower price than its competitors could offer with a profit, though its competitors were constantly increasing their output while its percentage of the entire trade was decreasing.

The Sherman Law was intended properly to restrain great corporations from devouring their small competitors, but the Department of Justice, in its eagerness to curry public favor, has gone far beyond the original purpose of the statute. One of its farthest departures is in its action against Colgate & Company, brought on the preposterous ground that it refused to sell its products to dealers who had failed to maintain the advertised retail sales prices. Every workman has a right to work or refuse to work for any employer. Every customer has a right to make his choice of articles and trade at any store he desires.

The right that the buyer enjoys should by every rule of reason and equity belong also to the seller. It seems preposterous that the question of the seller's right should be raised in these strenuous times by an over-burdened Department of Justice. But it has been raised, and we are glad to know that the issue is to be met in open court, as it ought to be. — Leslie's Weekly.



APPLY YOUR THOUGHTS

To a man marooned on a desert island, a safety pin might mean more than a million dollars. Money is useless if it can't be exchanged for something you need or want.

Thought is more powerful than money, because it not only mothers the making thereof, but determines the spending.

Yet unapplied thoughts are as worthless as dollars that cannot be used, says Leigh Mitchell

Hodges in Dupont Magazine.

On the walls of one of the world's biggest factories are scores of placards bearing in giant letters the one word "THINK." The founder and owner of this business says it is the one form of service he has had the hardest time getting, though willing to pay more for it than for any other.

Even those who think often waste thoughts through not applying them. Others never try cross-application—testing in some new field thoughts which already have proved profitable.

In a great industrial plant a certain man directs the manufacture of a standard product. Lately, new uses were sought for this. At one suggestion this man suddenly remembered he long ago had tried that same plan and found it practical.

Failure to apply his thought in the larger field had cost him self-advancement and sales

profits

"If twenty pairs of men's trousers can be cut out at one operation, why not apply the same cost-reducing plan to automobile parts?" was the thought-urge back of the biggest motor car business on earth.

It was simply cross-fertilization of brain

power!

"If steam lifts a kettle lid, why won't it push a piston head?" was the mothering thought-force of every engine and dynamo today doing the world's work.

THINK—but don't stop there!

Don't rest with one successful application of your thought.

There may be two or ten Cinderellas whose feet will fit your glass slipper!

THINK—for thought is the ancestor of every action. But one thought may have many children of achievement.

Apply your thought in varying fields, and thus multiply your own profits and those of others.

And never let any thought pass untried—for this is one sure road to the sea of remorse, where dreams and hopes are drowned in the black waters of "It might have been!"

REAPING THE WHIRLWIND

Several years ago when four men representing a minority of railway employees held up Congress and the Administration and demanded an increase in wages, we know how quickly it was conceded to them by the government without any investigation as to the justice of their action.

This came about in less than 48 hours.

At that time the country was astounded, and it was stated we were establishing a precedent, that it was the beginning of trouble sure to ensue, and we would reap a whirlwind as the result.

Read the daily record of the numerous strikes holding up war preparations, the numerous demands for shorter hours, for increase in wages, and see how readily they are acceded by those in authority.

The same men continue to strike again and again, knowing how easy it is to obtain what they desire.

Do they constitute a majority of the people? By no means, but they are members of organizations whose leaders virtually say "We control so many thousand votes. We will tie up every industry with which we are connected. We will defeat your candidate at the polls."

Is it right these things should continue? Can you reconcile such a condition of things when in the life and death struggle for our very existence we allow these strikes to occur, this jeopardizing the lives of our million or more men who are in France, at a time when we should be working day and night attempting to make up for loss of time and for our neglect of past years?





You read about the Goodness of Diamonds on your Speedometer

YOU can sell Diamond Tires readily and back them confidently. They stand on their own big mileage performance, and we stand back of you.

Your customers don't need to read the magazines to learn how good Diamonds are—

The speedometer tells the story!

It is a matter of common knowledge in well informed tire circles that Diamonds give

"Better Than Average Mileage at Less Than Average Cost"

The Diamond Rubber Co.

(Incorporated)

AKRON

OHIO

Also Makers of Diamond Mechanical Goods

W. S. S.

A War Saving Stamp is a Star in your Service Flag.

On sale at all Diamond District Offices



FACTS ABOUT FIRST MOTOR CARS

As is usual with an innovation radically different, the automobile was at first regarded as rather an uncertainty. Its possibilities were not appreciated. But this was not for long. As it was gradually improved upon, its utility features were recognized more and more, until today the modern motor car is regarded of vital necessity as a means of speedy, economical, and dependable transportation. In every line of business and profession it is effecting economies, in time, money, and energy saved, undreamed of a few short years ago.

Many alive today who ridiculed the first weak efforts of the "horseless carriage" have lived to become absolutely dependent, directly or indirectly, upon the automobile for the position they hold, the food they eat, and the house

they live in.

In the early nineties an automobile manufacturer advertised that he was building a motor vehicle which "can be operated in all seasons."

Seven automobiles were exhibited at the first automobile show.

The Signal Corps was the first branch of the United States Army to utilize the automobile in any capacity. This was in 1899.

In January, 1900, there were eleven gasoline automobiles in Cleveland.

Seven and one-half miles an hour was the dizzy speed attained by the winning machine in the first automobile race.

An early motor enthusiast went on record with the statement that he would buy a motor carriage immediately if he were not afraid of frightening horses and incurring the risk of a damage suit.

In the early days spark plugs were called "sparking points."

"Autocar," "automotor," and "petrocar" were the names applied to the first motor vehicles in England, while in the United States "motorcycle," "autocycle," "horseless car-riage," and "motor wagon" were the terms commonly used to designate the atuomobile, a name which came into use at a later date.

In the infancy of automobiles a windshield was called a wind screen.

A motorist in 1899 said: "My seven days" traveling, however, was not done on consecutive days, as the motor always had to rest from one to three days after a few miles' run, before it could be persuaded to operate again.'

NEW MEMBERS ASSOCIATIONACCESSORY **JOBBERS**

Editor HARDWARE WORLD:

I beg to inform you that at the recent Hot Springs Convention the following concerns were elected to membership in the Association.

Jobbers

Archer and Wiggins Company, Portland,

Child, Day & Churchill, Inc., Spokane. Washington.

L. Frank Saddlery Company, San Antonio,

Hans Johnsen, Dallas, Texas.

McCauley - Ward Motor Supply Company, Wasco, Texas.

Motor Accessory & Tire Company, Pueblo. Colorado.

James S. Remick Company, Inc., Sacramento. California.

Salt Lake Hardware Company, Salt Lake City, Utah.

S. Smith & Sons, Ltd., London, England. (Attention of Mr. J. H. Rose, 154 Nassau St., New York City.) Whiton Hardware Company, Seattle, Washington.

Manufacturers

Bonney Vise & Tool Works, Inc., Allentown, Pennsylvania.

The Dayton Wire Wheel Company, Dayton, Ohio.

Edison Lamp Works of General Electric Co., Harrison, New Jersey.

Howe Manufacturing Company, Chicago. Illinois.

Kelsey Wheel Co. Ltd., Windsor, Ontario, Canada.

Krom-Nik Gear Company, Chicago, Illinois. Lane Brothers Company, Poughkeepsie, New

Liberty Accessories Corporation. St. Louis, Missouri

Luthy Hydrometer Company, Detroit. Michi-

Motor Products Corporation, Ltd., Walkerville, Ont., Canada.

Mutual Wheel Company, Moline, Illinois. National Spring Company, Newcastle Indi-

Osgood Lens & Supply Company, Chicago, Illinois.

Pyrene Manufacturing Company, New York. New York.

Racine Rubber Company, Racine, Wisconsin. Russell Manufacturing Company, Middleton, Connecticut.

S. & M. Lamp Company, Los Angeles, California.

U. S. Auto Bumper Company, Chicago, Illinois.

Wire Wheel Corporation of America, New York, New York.

Yours very truly.
WM. M. WEBSTER, Commissioner.

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makes traveling on the old-style wooden wheels suffer in comparison. If while riding in a wirewheel-equipped car, you have had your eyes and ears open, you doubtless will have noticed a springy, velvety sensation that seemed a very luxury, compared to the bouncing, jarring motion produced by solid wooden wheels.

PASCO Wire Wheels have the staunchness, and yet the springiness, so necessary to ridingcomfort.

Without undue boasting, PASCO'S distinctive features have made the PASCO wheel a standard of comparison—not only for pleasure and delivery cars, but for aeroplanes as well.

It will pay you to learn the facts about PASCO Wire Wheels.

Dealers: Write for interesting sales information.

National Wire Wheel Works, Inc.

Dept. H, Geneva, New York

Service Stations in Principal Cities

sentatives: BAILEY-DRAKE COMPANY San Francisco, 149 New Montgomery St. Seattle, L. C. Smith Building Kansas City, 419 Rialto Building Minneapolis, Minn., 317 Plymouth Bldg. Chicago, Ill., 1118 So. Michigan Ave.



Frugality Is False War Finance Policy

No Shortage in Labor or Materials in America, Pelletier Tells Business Men. Detroit Auto Man Sees Needless Commerce Pessimism.

LeROY PELLETIER, Detroit automobile man and publicity specialist, who has been telling audiences that it is false economy to finance the war by frugality, has elaborated on his arguments, further supported his doctrine that increased production and increased wealth will win the war by declaring that there is neither a shortage of labor nor material to carry out the program he advocates.

"There is no shortage of anything in this country but ships," he said. "A reliable statistical expert says that are 8,000,000 men in the country who are either idle or working only part time. We have not yet conscripted our

tramp labor.

"What we face is merely a shortage in the distribution of labor. We have not yet learned that the work to be done should be taken to the worker. We still believe we should draft workers in one section of the country and move them to another. Furthermore, it is not the skilled machinists that are needed as much as the machines to do the work. Machines can be devised that will multiply the expert productive ability of one man many thousands of times. We have got to come to quantity production in the United States—and get away from the idea that work is to be done by hand and in small quantities. The possibilities in quantity production are unlimited."

Mr. Pelletier also contended there is no shortage of materials, and illustrated the point by saying that he, himself, sold hides recently at prices lower than those before the war.

Believes It a Wrong Policy

"Mr. Vanderlip contends that the child who has 25 cents should not spend it for ice cream cones but should invest it in a thrift stamp. I say 'Mr. Vanderlip, you are wrong. the purchase of those ice cream cones will keep the dealer in business, will help him pay the rent, will help the ice cream manufacturers buy their homes, will help pay an income to the farmer who owns the cow, to the boy who milks the cow, and wealth will be created all down the line'.

"And I want to tell you, Mr. Vanderlip, that in the state of New York they are slaughtering cattle just because there is no market for the milk. I claim that is economically unsound.

"If we urge people to live comfortably and spend lots of money for meat, the meat production in this country will be increased to a point that almost seems an impossibility. The demand will cause the stock men to let their cattle, now slaughtered young, grow full sized. The increase in production will be tremendous."

Mr. Pelletier said the wealth which can be produced in America in the factories alone in one year can be increased from \$12,000,000,000 to \$15,000,000,000 with scarcely any effort.

"Let us finance the war by this increase in production which increases wealth," he continued. "They say that frugality makes wealth. They point out that England is worth \$150,000,000,000 and that the United States is worth \$260,000,000,000, and try to account for the difference in the fact that the United States has more resources.

"Is that so?" Mr. Pelletier challenged. "How about China—how about Russia with their vast resources? They have no wealth because they haven't changed the style of their clothes in a century. The change of the style of clothes creates a new demand, and creates more wealth than any other agency.

"You don't know how many grocery stores you'll close if the government stops the automobile business in Detroit. The fabric of industry is so interwoven that to close one line of industry you will disrupt innumerable others."

To prove that Secretary McAdoo is pursuing a policy of pessimism, Mr. Pelletier pointed out that the actual amount raised from day to day during the Liberty Loan was withheld from the public.

"That is not what the American people want," he said. "The government should say to the people, "Here, we've raised \$3,000,000,000 today. We need \$2,000,000,000 more. Will you give it? And the answer will be, 'yes.'"

AUSTRALIAN TARIFF EXPLAINED

A complete report on the Australian customs tariff as it stands today has just been made public by the Bureau of Foreign and Domestic Commerce, Department of Commerce. The purpose of the report is to post American manufacturers and exporters on points in the new tariff that are not generally understood in this country. The preferential provisions, by which goods made in England and South Africa enjoy advantages over all others, are treated in great detail.

The bulletin is entitled "Customs Tariff of Australia," Tariff Series No. 37, and is the work of Louis Domeratzky, tariff expert of the Bureau. Copies can be obtained at the nominal price of ten cents from the Superintendent of Documents, Government Printing Office, Washington, D. C., or from any of the district or co-operative offices of the Bureau of Foreign and Domestic Commerce.

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WHERE CRUDE RUBBER COMES FROM.

In spite of the fact that the rubber industry has developed so remarkably that today it not only ranks as one of the most important industries in the world, as essential factor in the winning of the war, and an indispensable element in every household, there is declared to exist an amazing lack of knowledge on the part of the general public concerning its source and supply.

The last few weeks have seen hundreds of columns of newspaper and magazine space used to record the action of the government in restricting the importation of crude rubber. In some cases, this has led to an erroneous belief that the government's action was due to a threatened scarcity of the raw product. Others have been led to believe that the Federal action will necessarily result in a serious shortage of crude rubber. As a matter of fact, each opinion is evidently far from correct inasmuch as it has been stated positively by some of those high in authority that the restriction on importation is simply another means of obtaining more ships for transportation of munitions and men to war-ridden France.

The Miller Rubber Company, of Akron, Ohio, for 27 years an important manufacturer of rubber products, is doing its utmost to enlighten the general public concerning the rubber situation as it really exists.

"There is no imminent danger of a rubber shortage, either in the countries where it is grown or as a result of the government's restriction on importation," reads a statement just issued by the Miller Company.

"In these hot, rainy climates of dense humidity, where rubber trees thrive, there seems no end to the source of supply. The same situation exists in practically all of the rubber producing countries — South America, Central America, Mexico, Africa and the Indo Malay regions.

"The varieties of trees, shrubs, plants and vines which discharge the rubber sap are numbered in the hundreds. One of the smallest and most common is the pasture milkweed, and the greatest, the mammoth Hevea Braziliensis tree. Not infrequently the latter attains a height of 120 feet and from this huge specimen we get 'Latex' or coagulents of Fine Para.

"The words 'India Rubber' were first applied to that substance by the Indians of the Amazon valley called 'Cahuchu'. Obviously, our name 'Caoutchous' is derived from the native tongue, and in many localities it has come to be looked upon as denoting the pure uncommercialized product.

"Another erroneous impression exists that Wild rubber is superior to 'Plantation' or cultivated rubber. At this time, approximately 75 per cent of the rubber imported into the United States and 79 per cent of the world's produc-

tion is obtained from well kept, cultivated trees.

"Wild rubber is often too dirty and varies greatly in quality and shrinkage, while plantation rubbers are generally clean, of uniform quality and consequently of little or no shrinkage.

"In this connection it is interesting to note that it is highly probable that were the United States for any reason to be cut off from its supplies of crude rubber, the product could be obtained locally. There are plants in California containing 2, 3, 7 and 10 per cent of rubber, and this means millions of pounds. The California Council of Defense is already investigating the situation exhaustively and their final report will interest the whole world.

"The rubber supply of the world has scarcely been touched. As soon as Uncle Sam has returned our ships to us, when the war is over, it appears to be quite within the bounds of reason to expect that we will be developing rubber from the sap right in these United States and that at the same time bringing it from overseas in larger quantities than ever before."

SIGNIFICANCE OF THE NUMBER SEVEN.

At all times, in all places, a mystical significance has attached to the number seven.

Ask a man to name a number between one and ten, and nearly always he will answer "seven." Do you know why? It is a well known fact that in all religions seven has been the favorite number.

Greece had her Seven Sages.

There were Seven Sleepers of Ephesus and Seven Wonders of the Old World.

The Bible teems with sevens. The seven branched candlestick, the seven seals, the seven stars, the seven lamps, etc.

The span of life is 70 years, and the first artificial division of time was the week—seven days. And the Master multiplied seven loaves and fed the multitude and there were left seven baskets. And he told us to forgive our enemies seven times, aye and until seventy times seven. And the church was built on the seven hills of the Eternal City. You know there are seven mortal sins, and seven virtues, and seven sacraments, and seven sorrows.

And Shakespeare's seven ages of man and seven degrees of a lie. And there are seven notes in music and seven colors in the spectrum.

And the superstition about the seventh son of a seventh son is found among all peoples. Seven is formed by the addition of three, the Pythagorean number of perfect harmony, and four, which represents the four elements.

If our foresight was one-hundredth as good as our hindsight, perhaps the war would be at its closing period.



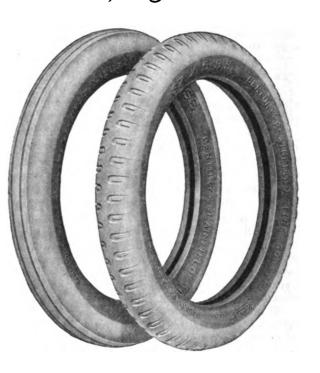
Century-Plainfield TIRES Century-Plainfield

6,000 Miles

Highest quality rubber plus highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are merit tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

Be a Century-Plainfield User Be a Century-Plainfield Dealer

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO. **SAN FRANCISCO**

J. B. WOOD TIRE CO. 927 SO. HILL ST., LOS ANGELES

R. M. WADE & CO. PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse 430 Golden Gate Avenue SAN FRANCISCO



"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." FACTORIES, PLAINFIELD, N. J.

Don't Fiddle With Details

Letter Written by Col. A. D. Kniskern to His Son

O MAN can be a success as an executive in a large business who allows his time to be absorbed to any degree in matters of detail pertaining to the routine work of the business. The most successful executive is he who can develop the best policies and at the same time delegate to the men under him the necessary authority to enable them to handle, without interference, every detail which come within the sphere of their responsibility.

"Any man who has not the courage and the strength to give to his assistants full authority is necessarily a weak executive and, what is still more important, will, with equal necessity, develop a weak corps of assistants.

"An executive should never be afraid that the men to whom he delegates authority will make mistakes. If the executive will give the matter a moment's thought he will realize that he himself will make mistakes.

"It should, therefore, be expected by him that his subordinates will make mistakes, and he should be glad of occasional mistakes, because it is proof that the subordinates are actively engaged in handling the business assigned them. Let the source of those mistakes be with your subordinates where you can more readily detect them.

"I make it an invariable rule when my subordinates come to me for advice to ascertain first what they think should be done, and if it be possible, I always assent to their plan of action, although there are times when I believe some other plan would get better results.

"The object attained here, namely, inspiring the man to have confidence in himself and so materially increasing his mental growth, is so very important that the results that would be attained by turning him down would not warrant the depressing effect that it will have on the man.

"I assume from what you have said that you have at the head of these various departments or divisions a man of your own or some other's selection. If this be true, and you are not requiring the men of these departments to attend to every detail pertaining to their departments, you are failing in your duty as an executive.

"You should not touch a thing that you can turn over to one or more of the heads of these departments.

"In making the transfer of details there is another error that an executive is likely to fall into, and that is requiring such a multiplicity of reports from his subordinates that he absorbs time that should otherwise be applied to the actual work of his department. "The executive should be careful to absorb the minimum amount of time belonging to subordinates, limiting himself solely to such knowledge as has to do with results.

"I recommend to you most strongly that you absolutely forget the matter of details pertaining to the various departments. Don't bother with them. It is much better to err in the other direction.

"If your mind is filled with details which ought to be attended to by your subordinates you have absolutely no time for consideration of the general policies and general problems, unless you work overtime—and a man who continues to work overtime day in and day out will sooner or later arrive at a mental condition when his powers will begin to fail and from that time on he becomes more and more addicted to the habit of looking after details.

"You have most wonderful powers of concentration. This is, however, in your case, a source of weakness, because of the fact that you are unable, or at least find it difficult, to spread your thoughts over a number of subjects.

"You must let, or rather require, the men of your departments to solve their own problems. But remember, that the human mind is so constructed that in the solution of problems it requires practice, and the more practice it has the more easily and quickly it solves problems and the more often it secures the correct results.

"So a subordinate who may at first be slow. inaccurate, and perhaps ineffective in the solution of problems, will, by the very force of nature itself, gradually improve if he be required to exercise those powers that are essential in getting results."

WHAT WE HAVE MISSED

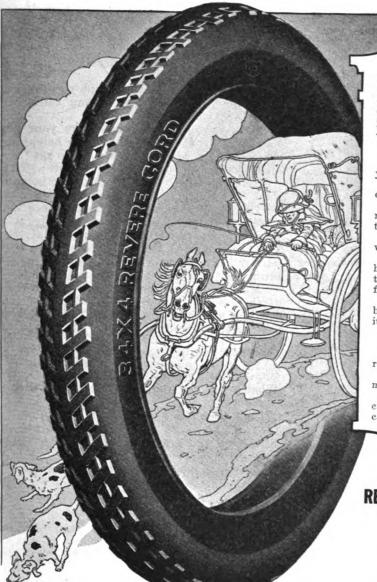
Gypsy Smith says:

"You have never seen the havoc, witnessed the slaughter, suffered the agony, felt the heart-break that have come to the allies of Europe at the hands of those people who are not fit to be named in a civilized community. And all this to satisfy the diabolical ambition of the butcher of Berlin."

Well, there is only way for us to stop this, and that is by getting back of our government with every power at our command. And we can begin by pledging ourselves to save to the utmost of our ability and to buy War Savings Stamps that there may be more money, labor and materials for the government with which to fight the war.

You'll never regret being frank, honest and straightforward.





"The time was big with portentous events. Wonderful ideas of the rights of men were causing young and old alike to join the colors and fight for liberty. At the enlisting booth, and, directly behind a youth of sixteen, stood Dr. Jeremny Stiles, a practitioner of 80 years, who drove all the way to Boston to offer his services."

PAUL REVERE.

The strength and vitality of youth-

The experience and knowledge of age-

All were offered in the hour of need to render help and devotion

to home and country.

The watchword of seventy-six

was unfailing, undivided service. The motorist of today assures himself the maximum of satisfaction and safety by choosing tires from the well-known Revere line.

The name REVERE is symbolic of the same attributes that it was of old, in colonial days.

-unrivaled service.

-indomitable staying power. -utmost strength in build and reputation.

REVERE means all this and more

The dealer who thinks offers customers absolute satisfaction by carrying REVERE TIRES.

REVERE RUBBER CO. 1790 BROADWAY

Granite Cord tread

"R" tread

Plain

Revere Distributors

lling Rubber Co., Albany, N. Y.
Illing Rubber Co., Hartford, Conn.
luto Supply Co., Wilmington, N. C.
Bluefield Hdwe. Co., Bluefield, W. V.
Bingham & Co., Cleveland, Ohio
Jameron & Barclay, Charleston, S. C.
Junlap Hdwe. Co., Macon, Ga.
Jetroit Rubber Products, Detroit
Emmons-Hawkins Hdwe. Co.,
Huntington, W. Va.
Jetrie Appliance Co., Chicago, Ill.
Holliday & Co., W. J., Indianapolis
Jub Cycle Co., Boston, Mass.
Interstate Hdw. & Sup. Co., Bristol,
Tenn.

Tenn.
Tenn.
Aruse & Bahlmann Hdwe. Co., Cincinnati, Ohio
ogan-Gregg Hdw. Co., Pittsburg, Pa.
dossman-Yarnelle Co., Fort Wayne

Moore-Handley Hdwe. Co., Birming-

Moore-Handley Hdwe. Co., Birmingham, Alabama
Odell Hdwe. Co., Greensboro, N. C.
Plant Rubber Co., Milwaukee, Wis.
Pritzlaff Hdw. Co., Milwaukee, Wis.
Rewerdink & Son, Rochester, N. Y.
Richards & Conover Hdwe. Co.,
Kansas City, Mo.
Oklahoma City, Oklahoma
Sells Co., J. H. & F. A., Columbus, O.
Simmons Hdwe. Co., St. Louis, Mo.;
Philadelphia, Pa.; Sioux City, Ia.;
Wichita, Kansas; New York, N.Y.;
Toledo, Ohio; Minneapolis, Minn.
Strickland-Tillman Hdwe. Co., Valdosta, Ga.

dosta, Ga.
Tennent Supply Co., Augusta, Ga.
Waite Auto Sup. Co., Providence, R.I.
Watkhins Cottrell Co., Richmond, Va.



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WILLIAM H. RANKIN.

Wm. H. Rankin, chairman of the Newspaper Division of the American Association of Advertising Agencies, and president of the Wm. H. Rankin Company, New York, Washington and Chicago, has written a series of War Thrift articles for the New York Commercial: Keep Busy, The Motor Car Owner's Thrift, The Workingman's Thrift, The Employer's Thrift, The Employer's Thrift, The Advertiser's Thrift.

These articles have caused considerable favorable comment in Washington and in business circles nationally. The "Salesman's Thrift" reads as follows:

Keep busy!

That's the power behind every success.

Let's make more calls a day. Let's write more sales a day. Let's put more honest effort into every call and every sale.

Then we'll sell in one day what we used to

sell in two.

That is thrift.

Thrift of time—the salesman's thrift.

Time is all valuable, the most precious thing we have. We have abundant time, but only if we conserve it. Spend it carefully. Make each hour, each minute, count. Make it count for ourselves, for our employers, and for our country.

If we conserve time, we shall be helping ourselves and our families; we shall be helping business; we shall be helping to win the war,

and preserve humanity.

So work! And keep on working. Work moves mountains. Work makes the impossible possible.

Work with your customers. This is team work. Help them breathe your spirit of work into their organizations. Help them make their

workers time-thrifty. Show them by example the benefits of constructive, not destructive, work.

Therefore don't knock anybody. And don't let others knock. Don't criticise till you have a tried-out remedy. A knocker is a time spendthrift. He squanders the time of himself and his listener.

Knocking has no part in a salesman's creed.

Scatter optimism broadcast. You can't squander it.

Be time-thrifty for your employer, for business, and your country, and you can't help being thrifty for yourself.

Then you will lift yourself by your own bootstraps; you will lengthen your height and vision to reach whatever you work to get.

To be thrifty you must be creative. To be creative you must work—to do in one hour the

work that we formerly did in two.

There has been such a demand for a complete set of these thrift articles that Mr. R. R. Whitman, publisher of the Commercial, New York, has printed them on cards and in a booklet. A letter on your business stationery will bring a set to you.

Many manufacturers are ordering reprints of these to go in the pay envelopes of their salesmen and employes; and the cards are being

used in offices and factories.

WHAT HAPPENS WHEN WE TRY IT!

Oh, say, can you sing from the start to the end, What so proudly you stand for when orchestras play it;

When the whole congregation, in voices that blend.

Strike up the grand hymn and then torture and slav it?

How they bellow and shout when they're first starting out,

But the 'dawn's early light' finds them floundering about.

'Tis "The Star Spangled Banner" they're trying to sing,

But they don't know the words of the precious old thing.

Hark! The "twilight's last gleaming" has some of them stopped

But the valiant survivors press forward serenely

To "the ramparts we watched" where some others are dropped

And the loss of the leader is manifest keenly. Then the "rocket's red glare" gives the

bravest a scare, And there's few left to face "the bombs burst-

ing in air."

'Tis a thin line of heroes that manage to save
The last of the verse and "the home of the
brave."

—John Rodemeyer.



Where a slip means death too much attention cannot be given to the brakes

"The Only Brake Lining for Mountain Motoring"

UT in the Glacier National Park in Montana they have been up against the brake lining problem. Thirty "White" busses, weighing $3\frac{1}{2}$ tons are used to carry passengers up and down the mountains over grades that average 15% for 55 miles.

The Glacier Park Transportation Company appreciated the need of good brake lining, where a single slip might mean death. So they experimented with various kinds.

Finally they standardized on Thermoid Brake Lining and wrote us "that it is the only lining to use for mountain motoring."

The brake lining that makes good on mountain roads and in every emergency will make good for your customers.

Why Thermoid Makes Good

Thermoid Brake Lining will give your customers long, certain service for three reasons:

1—There is over 40% more material and 60% more labor used in Thermoid than in any woven brake lining.

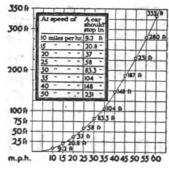
2—Thermoid is Grapnalized by an exclusive process which resists moisture, oil and gasoline.

3—Thermoid is hydraulic compressed under 2000

lbs. of pressure per square inch. This makes Thermoid uniformily hard all the way through.

Send today for information about Thermoid Hydraulic Compressed Brake Lining and how we help you build a profitable re-lining business.

And remember that every time you put Thermoid on a brake band you are protected by Our Guarantee: Thermoid will make good—or WE WILL.



Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

Branches

New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia Pittsburgh Boston London Paris Turin Canadian Distributors

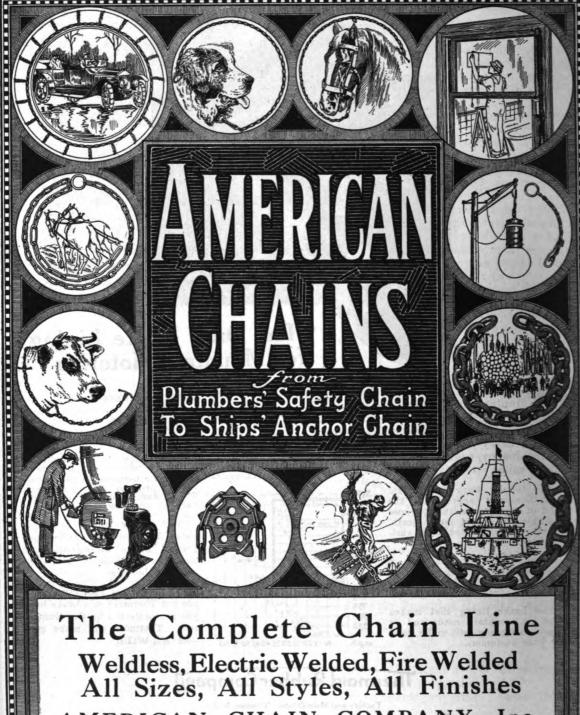
The Canadian Fairbanks-Morse Company, Limited, Montreal Branches in all principal Canadian cities











The Complete Chain Line

Weldless, Electric Welded, Fire Welded All Sizes, All Styles, All Finishes

CHAIN COMPANY, Inc. AMERICAN BRIDGEPORT, CONN., U. S. A.

Boston Office: 107 Massachusetts Ave. Chicago Office: 529 West 12th Street

San Francisco Office: 714 St. Clair Building

In Canada - DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.



McGraw Products

Pneumatic Tires / Motor Truck Tires / Inner Tubes

Business Holders

DEALERS know that it's the quality built in a tire that brings the customer back for more. But what is quality in a tire? It is not a particular fabric or material or any special process of manufacture. It is such a perfect combination of high grade material, manufacturing efficiency, workmanship and inspection, that enduring, uniform service results—at the lowest cost.

These elements enter into every McGraw made tire. That is why McGraw Products interest the dealer as well as serve the consumer. They hold trade.

The McGraw proposition for wholesale distributors is attractive and will interest you. Write today.

McGRAW TIRE & RUBBER CO.

East Palestine, Ohio

Distributing Warehouses

New York - Boston - Atlanta - St. Louis - San Francisco





Universal Transmission Lining for Ford Cars

That Dollar Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.



THREE VIEWS OF OPPORTUNITY

Master of human destinies am I!
Fame, love and fortune on my footsteps wait.
Cities and fields I walk; penetrate
Deserts and seas remote, and passing by
Hovel and mart and palace—soon or late
I knock unbidden once at every gate.
If sleeping, wake—if feasting, rise before
I turn away. It is the hour of fate,
And they, who follow me, reach every state
Mortals desire, and conquer every foe
Save death; but those who doubt or hesitate,
Condemned to failure, penury and woe,
Seek me, in vain and uselessly implore;
I answer not, and I return no more."

-JOHN INGALLS.

Opportunity

They do me wrong who say I come no more, When once I knock and fail to find you in; For every day I stand outside your door, And bid you wake and rise to fight and win.

Wail not for precious chances passed away; Weep not for golden ages on the wane; Each night I burn the records of the day; At sunrise every soul is born again.

Laugh like a boy at splendors that have sped; To vanished joys be blind, and deaf and dumb,

My judgments seal the dead past with its dead, But never bind a moment yet to come.
—JUDGE WALTER MALONE.

Opportunity

This I beheld, or dreamed it in a dream;
There spread a cloud of dust along a plain;
And underneath the cloud, or in it, raged
A furious battle, and men yelled, and swords
Shocked upon swords and shields. A prince's
banner

Wavered, then staggered backward, hemmed by foes.

A craven hung along the battle's edge,
And thought, "Had I a sword of keener steel—
That blue blade that the king's son bears—but
this,

Blunt thing!" he snapt and flung it from his hand,

And lowering crept away and left the field. Then came the king's son, wounded, sore, bestead,

And weaponless, and saw the broken sword, Hilt buried in the dry and trodden sand, And ran and snatched it, and with battle shout Lifted afresh he hewed his enemy down, And saved a great cause that heroic day.

-EDWARD ROWLAND SILL.

Never mind about being better than others; try to be better than you yourself were yesterday.



HOW FAR BEHIND THE BOYS ARE YOU?

One of Pershing's men, returned from

France, was speaking:

"When I left for home," he said, "the boys over there were feeling pretty blue, because they thought that you here in America were not backing them up as you ought. We had a pretty bitter winter over there. The weather was the coldest France has known in years. Many of us were without proper food and clothing. Some were even without shoes. None of us were complaining, though, but the feeling that when we were doing so much for you, you were not doing everything in your power to back us up sometimes bit in pretty hard.

"We felt like the little Irishman felt in a Y. M. C. A. hut one evening. A bunch of us had gathered there to listen to a speaker from America. During the course of his lecture he

said:
"''We in America are behind you boys to a

"Then my little Irish friend got up. 'Yes,' he said, 'you're all behind us, all right, a h-

of a ways behind-4,000 miles.' "

Are you that far behind "the boys?" If you are, move up closer. Put all your energy into this War Savings Campaign. Save to the utmost of your ability and put your savings into W. S. S., and get everyone else to do the same. Make "the boys" in France realize that while the mileage may be great, it is easily spanned by your willingness to help.

CURING SQUEAKY SPRINGS

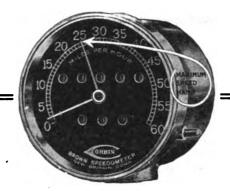
One of the most annoying things about an automobile is a squeaky spring. When a motorist complains about it to his garage man or dealer who sold him the car, it is evident that he has not been using the right kind of lubricant. Plain oils and greases squeeze out and permit friction between the bare metal and The proper lubricant is one that will form a tough, enduring film between the leaves, preventing metal to metal contact.

We give this advice about lubricating springs: Jack up the car so that all the weight is off the springs and spread the leaves apart with a screw-driver or instrument provided for that purpose. Then smear a creamy mixture of kerosene and motor graphite between the

leaves.

Springs thus treated will ride much easier and will be entirely free from squeak. If the graphite is of pure flake variety, it will adhere to the surface, filling up and smoothing over the minute irregularities and will not squeeze

The Emil Grossman Mfg. Co., advise us that after due consideration the post office department in Washington, D. C., has awarded them a contract for Red Head Vitristone Plugs.



Why the Corbin-Brown Centrifugal Principle is Best

OST MOTORISTS know that the Corbin-Brown speedometer operates on the centrifugal principle, but not all of them stop to consider the great importance of that principle in giving perfect accuracy.

Science has proven that a mechanism built on the centrifugal principle is not affected by changes in temperature or by electrical influence. That is why you have a sure guarantee of lasting reliability in the



SPEEDOMETER

No matter how high or how low the temperature may be, your Corbin-Brown gives you the usual flawless record. Although your automobile will probably be equipped with an electric lighting system and electric self-starter, your Corbin Brown will not feel the increased electrical influence.

This assurance of perfect accuracy which is given by the instrument itself is carried through all other features of the mechanism. Every part is made by experts from the highest grade materials, carefully inspected and tested and finally covered by

the Corbin guarantee of quality.

Investigate the Corbin-Brown Maximum Speed Hand. This extra feature indicates your highest speed and remains at that point until reset to zero, which can be done in an instant at any time. It is a great convenience to know that the record of speed will remain until you are ready to inspect it at leisure.

Write For Catalog

Corbin Screw Corporation

American Hardware Corporation, Successor

New Britain, Conn.

Branches: New York, Chicago, Philadelphia

War Editorials From Trenches

This editorial appeared in The Spiker, a paper published by the American soldiers in France, and the HARD-WARE WORLD suggests that merchants give it to their home papers to publish.

To the Folks at Home

AMUEL J. KIRKWOOD, Secretary of the Interior in the cabinets of Presidents Garfield and Arthur, while war governor of Iowa, in the year 1861, made a speech from the steps of the old capitol building in which he said in substance:

"These are troublesome times and there are traitors and spies in our midst who would destroy this Union. If any man in this state is a traitor to the cause or insults the flag, shoot him in the act, or in the uttering of the word. I am the governor; your pardon awaits you."

What the United States needs at the present time is forty-eight war governors like Samuel J. Kirkwood.

As a people we have too much ego in our Cosmos. We do a big thing in a big way, but frequently neglect the details, Just now we are on the biggest job the world has ever known, and it is up to us to get down to the materialistic and utilitarian.

We who are in France and those who are to follow have no fear for the months of toil and battle that lie before us, but we do want to know that the spies and traitors who are seeking to block our avenues of supplies and munitions shall not succeed.

Patrol Is Vigilant

Alien enemies should be watched and accounted for. For three nights the writer was with a French patrol in one of the largest cities in France, that made the rounds from 10:30 p. m. to 2 a. m. Different patrols started in different directions from a central base and literally fine combed the city. Sleepers in the parks were routed out, hotels and lodging houses were invaded, pedestrians were held up and each was made, civilian and soldier alike, to show his credentials. In centers of population this is the rule in France. France is original and efficient in her methods.

For years Germany has permeated the earth with her spies—both military and commercial who preached German efficiency, and took observations on the side.

German pioneers in nothing but robbery, murder, rape, arson and kultur.

Calls German Bluff

France gave the world a Pasteur who laid the foundation for modern medicine, and ever since Germany has been giving the bugs a merry chase—and calling it German efficiency.

Italy gave the world the wireless and from the day the first word jarred the virgin eons of the atmosphere, Germany has been setting up great wireless stations on alien shores for the avowed purpose of destroying democracy.

The United States gave the world an Edison -a wizard of a thousand wonders, a Holland with the first submarine (which Germany refused to buy but stole outright), the Wright brothers, the first pioneers of the air. Germany took up the wonderous deeds of these and other great men, dressed them in German clothes, and said to the world: "Behold! we are efficient." -and said it so often the world came to believe it. She hired our newspapers to propogate her kultur and pave the way for what has happened.

And, Folks at Home, keep your eyes ever and anon on the newspapers and men who before the war favored the German cause.

The jingle of the dollar helps the hurt that honor feels-"The voice was the voice of Jacob. but the hand was the hand of Esau."

Read This, "Objectors"

A mother in Belgium saw a German approaching her home. She hid her children. The German demanded supper, lodging and breakfast. His wants were satisfied. In the morning, to the surprise of the good woman, he paid her. She said: "How strange- I thought all Germans were bad. I am pleased to know that you are a gentleman. Do you know that when I first saw you I hid my children?"

'So?" replied the German. "I too have

children. Let me see yours."

Whereupon the fond mother called up the treasures of her heart from the cellar, only to see them both shot dead at her feet.

In the hiatus of her grief she told the story to her neighbors—but now she tells it to the bars of her window in a madhouse.

This number of The Spiker will go to many of you, "Folks at Home." Take it to the local paper of your town and ask to have this article reprinted together with the name of the man who sent it to you.

Folks at Home, we send you greeting! Our fiber is good, and it is your fiber. We will each and every one do his best and do you the same. And when we return we won't be afraid to look you in the eye, take you by the hand and say "Howdy."

Leonard Freer, one of the enterprising western representativies of the Veedol Co., tells us they are having great success with their lubricating oil in the blazing sun of Arizona and New Mexico. Veedol has proven that it is a lubricant that resists heat, and their business for the first five months of this year is as large as the entire volume for 1917, and 1917 was 100% increase over 1916.





Selling Mileage —Not a Guarantee

The car-owner who gets a "bargain" in tires—low cost and big guarantee—is apt to find out that the tire doesn't stand up. It was built for price—not mileage.

He is dissatisfied, critical, and he soon forgets all about the money he thought he saved.

And how about the dealer? He spends valuable time making adjustments and trying to make the sale "stay put." He finds his profit melting away and—he has probably lost a customer.

Now consider the other side.

STAR Hand TIRES

are built for mileage and mileage only. They are fairly priced and the liberal guarantee is merely incidental. Star Tires are built to exceed their guarantee—to make friends for themselves and the dealers who sell them. And that means business building.

Star Hand Made Tires yield you a wide margin of profit—which is **net**. It is not lessened by adjustments, dissatisfaction and loss of business.

Star Tires are hand-made with extra quantities of the highest grade materials—to build in the extra mileage your customers get out.

Do you want to recommend a tire that makes friends for itself and for you because they give your customers more mileage than they expect to get? Write us today for details on exclusive representation.

The Star Rubber Co.

1064 Crozier Street Akron, Ohio





GETTING ENOUGH GOODS AND GETTING THEM THROUGH

(Copyright, by Elton J. Buckley)

During the past week I have had four inquiries from widely separated sections of the country (Kentucky, Wisconsin and Massachusetts) which touch different phases of a subject now uppermost in the mind of every business man (I don't except any), viz.: getting enough goods to supply your wants, and getting them through in time. I shall not reproduce all the inquiries, but the substance of them is this:

1—When an order for goods is accepted and long delay ensues in shipping it, must the buyer wait until it comes, or has he the right to cancel the order and get the goods somewhere else?

2—If a seller of goods, after accepting the order, delays shipment so long that the buyer has to buy else-

where, must the seller pay damages?

3—If the goods are shipped in good time, but long delay ensues while they are en route, how long must the buyer wait for them before he can go out and buy more?

4—If the railroad delays delivery so long that the goods are useless, because the buyer has bought some

elsewhere, must the railroad pay damages?

In many lines these questions don't often arise, because goods are so scarce that a buyer will take them when they come, no matter how much delay there has been. But in other lines they are arising every day. A case comes to my mind in which orders placed last January have not been filled yet. I know of another case in which a buyer has just received a car of merchandise which was shipped with fair promptness, but was on the road ten times as long as usual. These are two out of a million cases, I suppose, therefore a discussion of the above questions may do some good.

In some of these cases the goods bought are staple goods which can be bought anywhere. In other cases they are patented, or special in some way, and can only be bought of the particular seller. This makes a difference, but chiefly in the amount of damages which can be claimed in case of delay or non-delivery.

Let me take up these questions in their order:

A seller may accept an order for shipment within a certain time, or he may accept it with no date of shipment named, or, as many are doing now, for shipment "as soon as possible." When goods are sold for shipment by a certain time, they must be shipped by that time or the buyer can cancel the order, go out in the market and buy to fill their place, and collect the difference in price, if he has to pay more than the contract price, from the seller. In this kind of sale, he is not obligated to wait beyond the date of shipment.

If goods are sold with no date of shipment mentioned, the law says delivery must be made within a reasonable time, which differs according to circumstances. A reasonable time would be longer now than in ordinary times. In this kind of a sale the buyer can cancel after waiting for shipment a reasonable time. He must use his own judgment as to what a reasonable time is. The above rule as to damages applies here also.

Where goods are sold for shipment "as soon as possible," the buyer will have to wait longer before he can cancel his contract, for "as soon as possible" is a very indefinite and elastic term. He is not, however, obliged to wait forever, and I should consider that after he has waited for two months for goods that are ordinarily obtainable in a few days, he could then cancel, but he should always give the seller advance notice of his intention.

What I have said about the question of damages covers cases where the goods are staple and purchasable anywhere. Where the goods cannot be bought except from this one seller, and the latter's failure to deliver in time means that the buyer must go without, the measure of damages would be different. It would then be what the buyer could prove he had directly suffered by the failure to deliver, perhaps including profits lost on the resale which he wasn't able to make.

So much for cases where the delay lies with the seller. Consider now cases where the shipper has made shipment within the proper time, but the railroad delays delivery long beyond the

proper date.

The buyer's course here depends on the way the goods were sold. If they were sold f. o. b. the seller's station, title passed to the buyer upon delivery to the railroad and the goods are after that the buyer's. If the railroad delayed delivery the buyer would still have to pay the seller, because the latter had complied with his contract. He would then have his money tied up in them, and if they were still merchantable would probably conclude to take them in when they came in. If they were worth less than the price he had paid, he could sue the railroad for the difference. It might be that they were worth more when delivered than the price he had paid—I have known this to happen many times—in which case he is in pocket by the delay. It might also be that when the goods arrived, after long delay on the road, they were worth nothing to the buyer, not because they were unmerchantable, but because the need had passed, or something like that. In that case he could reject the shipment, and sue the railroad for the full value.

Where goods are sold delivered, it is up to the seller to get them to their destination within a reasonable time, and if he doesn't do it, whether the delay is his or the railroad's, the buyer, after waiting a reasonable time, can cancel and buy elsewhere.

In case of the railroad's delay, you can sometimes—even though you take the goods in—collect more damages than the simple difference between the price you paid and the value when





ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.

AND GREASE GUN

Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

Other Protex Products

Tire Removers Tire Gauges Tire Holders

Fire Extinguishers Oil and Grease Guns Triple Socket Wrenches

Connecting Rod Wrenches Double End Spark Plug Wrenches Piston Ring Compressors Breather and Oil Fillers

Tire Pumps Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co. Chicago, Illinois

13-15-17 N. Jefferson Street



Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Ford Set

No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Ford Set Contains:

handle 7 in. in length. Screw-driver bits.

Extension bar 7 in. in length.
ix sockets to fit all nuts and bolt heads on Ford car,
including the cylinder head.



Standard Set

Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

1 Handle 7 in, in length.
2 Screw-driver bits.
7 Sockets to fit semi-finished hexagon nuts as fellows:
U. S. Standard Nuts from ¼ to ½ in.
A. L. A. M. Standard from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 to % in.

Manufactured ... only by

180 NORTH DEARBORN STREET

CHICAGO, U. S. A.

delivered. There may be incidental damages, such as lost profits, etc., which you can collect if you can show that they were the kind of damages that flowed directly from the railroad's delay, and that the railroad should have known that you would sustain that kind of damages if delay occurred. In order to put you where you can collect all the damages you sustain in such a case, both direct and indirect, it is a good plan to make a personal explanation to the railroad agent when goods are shipped, or have the shipper make it for you: "I'm sending such and such goods by your line today to so and so, and it's highly necessary that they be delivered promptly. If delay occurs, this is what I will lose: (then enumerate precisely what your loss will be)." After the railroad is told that you will sustain certain damages from delay, it must pay those damages in case of delay.

The Bond Dillon Co., Albuquerque, New Mexico, have recently taken the agency for the Veedol line of lubricants in carload lots.

They are wholesale general merchants, operating many branches in New Mexico, besides having a very large business in wool, having general connections throughout the state.

A stubborn desire to get even has brought about many a man's downfall.

An All-Year Seller



8 Arms, 30 Inches Long

Sells the year 'round because it is used the year 'round. It is very practical and useful in laundries of private dwellings, especially in wet weather.

Apartment house dwellers find it necessary every wash day.

Substantially built of hard wood and cold rolled steel. Easily raised and lowered.

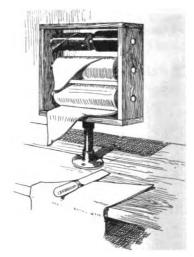
And very easily sold if properly displayed.

Write for our catalog. We make many more styles of Clothes Dryers, also Towel Racks, Mop Sticks, Sleeve Boards, Hat Racks, etc., etc.

The Penn Mfg. Co.

P. O. BOX 500

NORTH GIRARD, PA.



AN EFFICIENT GUM AND FABRIC RACK.

Here is a gum and fabric rack which vulcanizers are finding convenient and practicable. It keeps the repair stock clean and permits several men to work at the same table without interfering with each other. It is a wooden frame, made to hold several rolls of gum and fabric, revolving on a stand fastened to the table. It can be turned in any direction to accommodate workmen at the opposite ends of the table.

The frame is of two by four lumber, with holes bored through the sides to hold the rolls. The rack revolves on a piece of half inch pipe. threaded on one end to fit a wide collar, which is screwed to the center of the table. On the bottom of the rack is screwed a piece of two inch flat iron, into which a hole a trifle larger than the pipe support, is bored. This hole extends into the wood an inch to act as a recess for the pipe support, and increase its rigidity. Then another collar is screwed to the iron to hold the pipe in place.

On the end uprights of the rack may be hung knives, rollers, stitchers, scissors, etc., thus keeping the table clear of working tools and allowing more table space for the repair. The entire contrivance is so simple that any vulcanizer can construct one very easily. This type of rack is used in the Goodyear School of Tire Repairing, Arkon, O., and is recommended to all tire repairmen.

The semi-annual convention of the Pacific Northwest Hardware & Implement Association was held at Seattle, Washington, last month. There was a good attendance of dealers from Western Washington. Addresses were made by C. E. Bell, A. M. Bryant, E. N. Heberlein, J. W. Kinleyside, S. C. Scott, W. B. Davis, Sam Barthelemy, A. P. Manion, C. S. Robertson, W. A. Doollee, John Rayner, F. A. Ernst, Ross W. Tulloch, Sam Cavanaugh, and others.

Sam Cavanaugh, and others.

The dealers were entertained by the jobbers and manufacturers of Seattle. W. L. Bilger, sales manager of the Seattle Hardware Co., served as toastmaster at a banquet. Interesting addresses were made by a number connected with the trade. It was an interesting

and helpful convention in every way.



AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle, Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago



Service-

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco
Factories: Jersey City, N. J.; Ravena, Ohio;
St. Louis, Mo.

Are You Selling King Padlocks?



They are excellent sellers offering attractive profits for you.

Exceptionally attractive and strongly built, being made from a solid bronze casting bored out to receive mechanism.

17 to 31 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOCK works under the most rigid tests.

If you want to add a padlock to your line which needs no apology but which will sell readily and net you a nice profit, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY, 319 W. Ohio St., Chicago



AUTO ACCESSORIES DAILY BECOMING LARGER FACTOR

There is no denying the fact that the hardware merchants throughout the entire country are giving far more attention to the sale of automobile accessories. In fact with many merchants it has become the major portion of their business.

Automobiles for us are a daily necessity. They are a vital factor in economy in business, transportation, delivery and travel, and it is but natural that there should be a constant increasing demand for tires, lubricating oils, all accessories in fact.

Handled rightly, and with ordinary attention to business, they are most important part of a retail merchant's stock. It is worth your while to give more attention to them.

DO YOU DRINK?

Some drink, others enjoy cocktails, the rest don't touch liquor.

This is no prohibition argument, but we would like to ask every man, as he buys a drink for himself or his friends, to avoid this thought as he buys his liquor-

"My friends, boys I know and love, are in France, enduring hardships without number, that our country may be kept safe. Every cent I spend needlessly (and my drinking is needless) keeps those boys over there that much longer, wounds and kills just so many more. Shall I put my money in liquor that keeps the boys in the trenches, or in Liberty Bonds and Thrift Stamps to bring them home?"

A CHARACTERISTIC LETTER

Editor HARDWARE WORLD:

Honestly man I haven't time to look after my own business of selling hardware let alone write a letter. 1917 was our big year, 1918 so far has won every heat. Short of help to say nothing of salesmen.

Impossible to keep up with prices but do the best we can. Giving over half my time to war and other public matters, besides raising wheat, barley, oats, corn, potatoes, hogs, sheep and calves. Generally manage to get to that farm every day, sometimes 4 A. M. or again 9 P. M. Us fellows at home have got to make good.

W. N. SWEET.

Boise, Idaho, Biggest and best little City in the world. Come and see it. Free Auto tourist camping park.

The office boy says those people who break their necks to get away from the office promptly at five are those who come in ten or fifteen minutes late in the morning.

THE HOURS WE WORK AND THE WORK WE DO.

STOP and THINK!

Uncle Sam works, worries, and taxes for millions to dig a passageway through a shift, ing, swampy, narrow neck of tropical land, which he calls a canal.

A railroad spends millions to cut a shorter

roadway through mountainous country.

A city drills through rock below its big buildings, streets and rivers to install a quicker transportation system.

Thus money and effort are spent to gain a few minutes on the hour or day, and many who should benefit by these sacrifices squander the time thus gained—squander it during our working hours.

We are all familiar with the man who hesitates, and "h'mns" and "haws" away the We are acquainted too with his coworker who clearly and easily accomplishes results in a few minutes. The latter wastes no effort—he knows.

Knowledge is always a conservator of time. The man who can meet an emergency, fill a demand, solve a problem, or conquer opposition on the spot is the man the retail building material industry needs today.

STUDY-LEARN and KNOW.

As you read the pages in each issue of the HARDWARE WORLD, you accumulate a mental inventory of what you can get, what it costs, and from what point you can get it with the least delay; how best to conduct your business; what others are doing and thinking; what is going on in our industry, etc., all of which tends to economize times and enables the accomplishment of more valuable work with less effort and more earned profit.

INCREASE OF OVER 100% IN SALES

We have received a letter from Kilmer and Sons Co., Spokane, Washington, in which they state their sales of Dixon's Graphite Automobile Lubricants have been increased over 100 per cent last year.

This they attribute to the high quality of the

product.

Below are two paragraphs from their letter that please us to reproduce here.

"During the past year we have increased our sales on Dixon's Graphite Automobile Lubricants over one hundred per cent. We attribute our success with this line to the quality of Dixon's products.

"We find that once a customer uses Dixon's Graphite Lubricants, he invariably comes back with repeat orders. We have yet to receive a complaint on

your lubricants."

Other dealers have written us along similar lines stating what they think of Dixon's Graphite Automobile Lubricants and these letters have been compiled into a new booklet entitled "Evidence." A copy will be sent to those so requesting Joseph Dixon Crucible Co., Dept. 230 G, Jersey City, N. J., and asking for "Evidence."

This booklet will show you why Dixon's Graphite Automobile Lubricants are sold by nearly all progres-

sive dealers throughout the country.





GILLETTE Safety Tires

Each Tire Its Own Salesman

Salability is the proof of tire quality.

All the talk in the world—all the mileage records and economy claims—mean nothing if the motoring public doesn't ask for your product by name and insist upon getting it.

Right there is the proof of Gillette superiority with, of course, the accompanying profits for Gillette dealers.

Motorists are demanding Gillette Safety Tires because they know that only in these tires can they enjoy the wonderful advantages of the Chilled Rubber Process of manufacture.

Now, when we tell you, as a dealer, that to this tremendous existing demand and to the supreme benefits of the Chilled Rubber Process, we add a plan of dealer co-operation so extensive, so aggressive, so powerful that its influence is felt at once, we know you will want to represent us in your territory.

But we tell you frankly that the demand is growing so fast we are finding it increasingly difficult to keep pace with it and we will take on no more dealers than we can fully and satisfactorily take care of. Therefore, to secure a Gillette agency you have to act immediately.

Write or wire us today.

The Gillette Rubber Company

GENERAL SALES OFFICES 1834 Broadway, New York

CHICAGO OFFICE
122 S. MICHIGAN AVENUE

FACTORIES BAU CLAIRE, WIS.

"THRIFT" MUST BE THE MOTTO OF EVERY AMERICAN PATRIOT

All the dollars in the world cannot buy victory, because victory is not purchasable we must work for it and, if need be, die for it. Dollars can work for victory only insofar as they are converted into labor and materials. A dollar hoarded is a slacker; a dollar wasted is a traitor; a dollar saved is a patriot. A hoarded dollar represents idle power; a wasted dollar represents wasted power; a dollar invested in United States government securities represents power saved, labor saved, material saved—it represents power, labor and materials in action, on the firing line—"over the top." And more -it represents reserve power, energy stored, purchasing power conserved for its owner to use later on.

Throughout the land business men are helping in the great campaign for "thrift"; they are setting an example for their employes by practicing the helpful habit of thrift, and by putting a share of their savings in war savings stamps.

DAY AND NIGHT.

A motorist, touring in a Western state, got stalled in a tenacious mudhole.

While making a vain attempt to escape, a boy appeared with a team of horses.

"Haul you out, mister?"

"How much do you want?"

After a long and fruitless argument the motorist was pulled to dry land.

After handing over the money the tourist said:

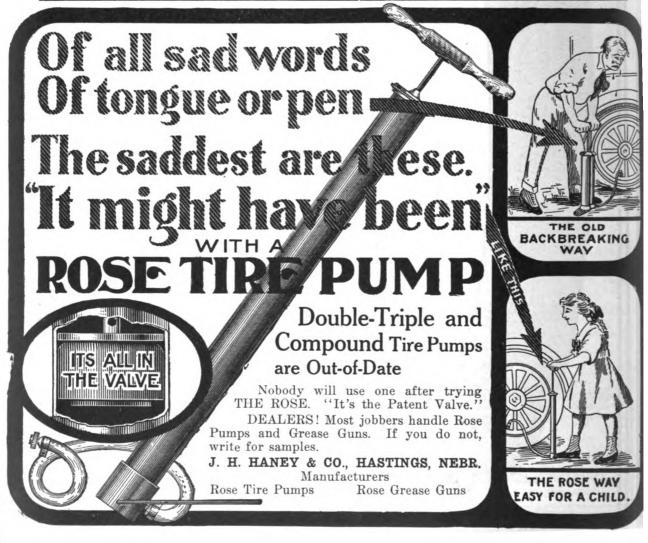
"Do you haul many cars out in a day?"

"I have pulled out twelve today."

"Do you work nights, too?"

"Yes, at night I haul water for the mud-hole."

"I'm sorry to have to do this," said Johnny, as he spread the jam on the cat's face, "but I can't have suspicion pointing its finger at me."



MOUND



TOOLS

FOR THE AUTOMOBILE



STANDARD FOR 20 YEARS

Bearing Scrapers Carbon Scrapers Chisel Sets

Pry Bars Cotter Pin Extractors **Mound Tool Rolls** Offset Screw Drivers

Send for Catalog

Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Vaives

THE SERVICE STATION'S FRIEND

ROMORT List Price \$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

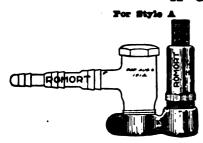
Style B



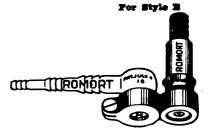
The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to Stem is made to fit any sise tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanisers, tire repair shops, etc. Every Valve leaves the fac-tory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

A GARAGE NECESSITY



List Price, \$1.50 mm MROMORT



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

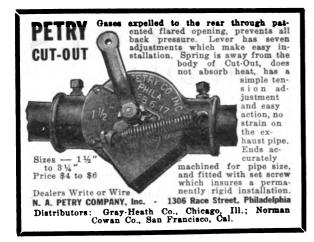
Manufacturers.

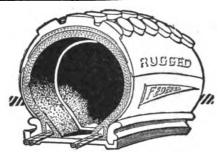
ROMORT MANUFACTURING CO. OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY 1323 Michigan Ave. CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.





For "Extra Service"

THIS Double-Cable-Base construction is one of the chief reasons for the remarkable mileage delivered by

FEDERAL Double Cable Bar TIRES

Other features have helped win Federals their name of "Extra Service" Tires.

There is more stock in them—sidewalls are thicker—fabric and rubber are combined by a special Federal process. Ask us to demonstrate these facts.

W. E. & W. H. JACKSON Wholesale Distributors 785-787 Mission St. SAN FRANCISCO, CAL.



These are the days when it takes stout hearts and courage to bear the troubles that harass us, or those things that threaten the moral stamina of our people.

When American soldiers are yielding up their lives daily, when merchant vessels are being sunk, when traitors, under the guise of Socialists, I. W. W.s, Non-Partisans, and too often under union labor, advocates of "free speech" and what not, and when inefficiency seems to thrive in place of efficiency, don't get discouraged. Do your part to correct such evils. Don't wait, thinking some one else will attend to what is as much your duty as that of any one else, remember our government still lives, and then read this poem of Kipling's, and make a new resolve to brace and "carry on" your part.

 \mathbf{IF}

If you can keep your head when all about you Are loosing theirs and blaming it on you;

If you can trust yourself when all men doubt you,

But make allowance for their doubting too: If you can wait and not be tired by waiting, Or being lied about, don't deal in lies,

Or being hated don't give way to hating, And yet don't look too good, nor talk too

If you can dream—and not make dreams your master;

If you can think—and not make thoughts your aim,

If you can meet with Triumph and Disaster

And treat those two imposters just the same; If you can bear to hear the truth you've spoken Twisted by knaves to make a trap for fools, Or watch the things you gave your life to,

broken,
And stoop and build 'em up with worn-out tools:

If you can make one heap of all your winnings And risk it on one turn of pitch-and-toss, And lose, and start again at your beginnings

And never breathe a word about your loss: If you can force your heart and nerve and sinew To serve your turn long after they are gone,

And so hold on when there is nothing in you Except the Will which says to them: "Hold on!"

If you talk with crowds and keep your virtue, Or walk with Kings—nor lose the common touch,

If neither foes nor loving friends can hurt you,
If all men count with you, but none too
much:

If you fill the unforgiving minute

With sixty minutes' worth of distance run, Yours is the Earth and everything that's in it, And—which is more—you'll be a Man, my son!

-Kipling.





A GOOD CORD PATCH.

A big stride in the development of repair methods, as applied to cord tires, is found in the new cord patch. It is one of the simplest as well as the most satisfactory means of repairing cord tires, in case of inside breaks of all kinds and injuries received from stone bruises. It can be used to reinforce, permanently, any weak spot in a tire, resulting from any kind of injury. Properly used it adds many miles to injured and partly worn-out casings and enables the owner to obtain the tire's full quota of service.

It is built of several layers of cords—the same as are used in the construction of cord tires. Its construction is similar to that of the tire itself, with a heavy friction of gum between each layer of cords. The edges are tapered to prevent tube chafing. Its application to the inside of the tire is similar to that of a regular patch, and is so simple that any one may make the repair for himself.

In actual operation it adds many miles of service to tires that otherwise would be discarded. It is made to fit all sizes of cord tires. No. 1 is for use in 3'', $3\frac{1}{2}''$ and 4'' tires; No 2 in $4\frac{1}{2}''$ and 5'' tires and No. 3 in 6'', 7'' and 8'' tires.

The Lakin Hardware Co., Prineville, Oregon, have announced that they have purchased the hardware and machinery stock of the O. C. Claypool Co., and are in position to supply everything in the hardware and implement line.

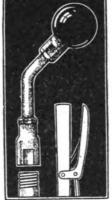
In a fire which occurred at Cle Elum, Wash., recently Haines & Spratt, hardware dealers, sustained a loss of \$15,000, the Werlich Furniture & Hardware Co., loss was estimated at \$14,000.

The Wallace Supply Co., Wallace, Idaho, recently sustained a loss of about \$2000.00 in a fire.









Twenty-Six Thousand

MELLIN'S ADJUSTABLE GEAR SHIFT EXTENSIONS

have been bought this year by motorists, through exclusive accessory dealers.

It's a ready seller — takes small shelf room—doesn't call for installation — gives good profit.

WHY NOT STOCK IT?

Brings the gear-shift lever to just the convenient position for each driver.

For Dodge, Nash and Overland, Models 75-90. List \$1.25. Buick, Oakland and all cars with removable ball on shift-lever. List \$1.50. Hudson, Overland \$5, and all cars with solid ball top. List \$2.00.

At Your JOBBERS or Write

M & H NOVELTY CO.

857 E. 24TH ST.

LOS ANGELES

"DOWN BY THE RIO GRANDE"

Drivers delivering new trucks under their own power usually have trouble enough in coaxing their charges to destination, especially in regions where roads exist more in name than in fact, and in long trips over country with which they are unacquainted, but it is doubtful if any other driver has ever experienced the thrills and dangers reported by Lawrence Broyles, a truck dealer of El Paso, in an attempted delivery from that city to Marfa, Texas.

Broyles recently left El Paso in a truck, which he intended to drive to Marfa, about 150 miles distant. After having covered 125 lonely miles he was suddenly set upon by a band of four masked bandits who searched him thoroughly, but returned a roll of money to him when satisfied that he was unarmed. They compelled him to alter his course and head toward the Rio Grande, the object of the bandits evidently being to take over the truck at some convenient point.

From their conversation among themselves, Broyles was convinced that they wished to use his truck in smuggling ammunition across the river. They were lavishly supplied with money and offered \$4,000 for the truck, with a liberal sum for his services as its driver temptingly shaking the money before his eyes, but Broyles, fearing foul play when once across the river, rejected their offers.

After driving about forty miles he made the decision that if he was living his last day he would end it in the good old United States and determined to ditch the truck at the first opportunity. This soon came, and seeing an arroya, or depression, ahead, with a pit of sand at its bottom, he plunged the truck into it, the impact deeply imbedding it in the sand.

The bandits, in a rage at being outwitted by the driver beat and kicked him so unmercifully that he begged them to shoot him and end his misery. "We have no bullet to waste on Gringos," was the taunting reply. They compelled him to walk a mile to a wind mill and climb to the top of a large galvanized water tank about twenty feet high. When he reached the top, one of the bandits, who had followed him up the ladder, pushed him headlong into the tank with the derisive remark, "that will settle you, I guess."

Then began a battle in ten feet of water to reach a feed pipe about five feet above the water. After several futile attempts to grasp it, during which his strength was fast ebbing away, the last hurtle of which he felt himself capable, resulted in victory. After dragging himself up to a horizontal section of the pipe he was able to peer out over the top, and satisfying himself that his assailants had retreated, climbed down over the brim, and headed for the north.

After several days of wandering, during which he several times fell unconscious, with the blazing sun beating down on his bruised body, he came to a railroad. Fortunately a station was not far away and the first train was boarded for El Paso.

A few days later he left for the scene of his harrowing experience and found that the bandits had been unable to extricate the truck from its bed of sand. Broyles, however, with the several men whom he took with him, salvaged it and completed its delivery as originally planned.

Facts are to the mind the same as food to the body. On the due digestion of facts depends the strength and the wisdom of the one, just as vigor and health depend on the other. The wisest in council, the ablest in debate, and the most agreeable in the commerce of life, is that man who has assimilated to his understanding the greatest number of facts.—Burke.

The Holiday Hardware Co., 934 State street, Santa Barbara, Cal., report that business has increased quite steadily since their establishment. They are doing a good business in hardware, paints, housefurnishing, and report an optimistic outlook.

The Ducommun Hardware Co., Los Angeles, Cal., advise us that they are building a warehouse at Seventh and Townsend streets, San Francisco, where they intend to carry stocks of brass, copper, steel, etc., for taking care of their trade in Northern California.





AUTOMOBILE INSTRUMENTS

New models of Eveready automobile measuring instruments are now being delivered by American Ever Ready Works, Long Island City, N. Y. This company is now concentrating its entire automobile instrument production efforts on the dashboard instruments, styles 1012 and 1013.

In these latest models, simple strong construction has been well carried out to insure dependable accuracy. "Dead beat" movement of the pointer is obtained through the use of an aluminum vane, supported on hardened steel pivots, which moves in a partially closed air chamber. Thus the pointer is governed by the smallest change of current flow.

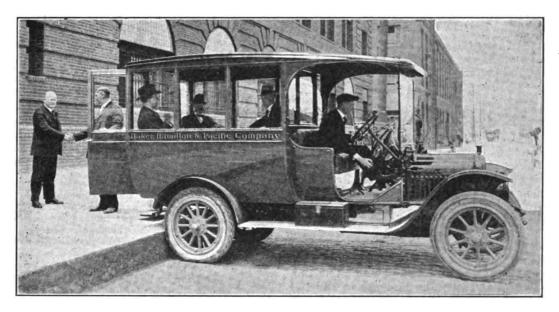
Vibration of the car will not affect reading as

Vibration of the car will not affect reading as the torque produced by the magnetic field is very high. Both models are dust and water proof.

The regular finish of the instruments is dull black enamel; with black dial; or they can be obtained in polished nickel finish with silver finish dial without extra charge.

Model 1012, Flush type has a flange of 2% inches. Both types have a case diameter of 2% inches, and standard ranges are 15-0-15., 20-0-20 and 30-0-30. Shipments can be made promptly.

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UNIQUE JOBBERS SERVICE

In many of our large cities jobbers are removed from the congested district, their warehouses and establishments being convenient to railways and on the outskirts of the city, where it is not convenient for retail merchants from the interior and country

towns to reach them promptly.

Recognizing this fact, and typical of a service which many jobbers believe is appreciated by their customers, Baker, Hamilton & Pacific Co., San Francisco, have inaugurated an autobus service, which leaves the center of the city, in this particular instance the Argonaut Hotel, 4th and Market St., every thirty minutes throughout the day, beginning at 8:00 A. M. and continuing uninterruptedly throughout the morning until 11:30, and then beginning again at 1:00 P. M. in the afternoon, and continuing until 4:30.

They do not restrict their customers, however, to simply visiting their own establishment, but a number of other jobbers are located near them, and they extend the privilege to the country merchants and customers to visit any of the other jobbing establishments, frequently going out of the way to take the customer to some other institution.

The busses leave their establishment on the quarter hour, that is, fifteen minutes after the hour and fifteen minutes of, beginning at 7:45 A. M., continuing until noon, then again commencing at 1:15, continuing until

This service is greatly appreciated by their customers, and is one that could doubtless be patterned after by other institutions.

"THE PROPER CARE OF BELTS"

is the title of a new booklet gotten out by the Joseph Dixon Crucible Company. We suggest that engineers obtain a copy for their files.

As long as the original condition of life and pliability of a belt is preserved it is worth its cost price. To neglect belts will result in a two-fold loss, a waste of power due to the inefficiency of the belts; and increased cost due to frequent belt renewals. Just now as never before it is essential that belting be given careful attention. The booklet contains helpful suggestions for getting maximum results from belts and in addition has several pages devoted to useful information of a general character.

Those interested should write to the Joseph Dixon Crucible Company, Jersey City, N. J., for sample of Dixon's Solid Belt Dressing.

The Western Hardware & Metal Co., Seattle, of which George Boole is the head, announce that the business of the firm hereafter will be conducted under the name of A. M. Castle Co., as they have consolidated with A. M. Castle & Co., of Chicago.

The capitalization will be \$1,500,000.00 and the

entire organization and ware house facilities of the Western Hardware & Metal Co., were taken over by the

western Hardware & Metal Co., were taken over by the new concern on July 1st.

The officers will be George Boole, Seattle, chairman of the board of directors; W. B. Simpson, Chicago, president; L. M. Henoch, Chicago, secretary; H. Erskine Campbell, Seattle, treasurer, and George Warren Boole, Seattle, Frank J. Speckert, Seattle, and Roy L. Sanford, San Francisco, vice presidents.

The new company will specialize on plates, black and galvanized sheet steel, structural shapes, iron and steel

bars, rivets, bolts, pipe, hoops and bands etc.

The Robinson Hardware Co., Gilroy, Cal., are installing an irrigation pipe factory at Oakland, Cal., where a desirable site has been secured on the corner of Twelfth street and Twenty-fifth avenue. They recently purchased the business of the American Corrugated Culvert Co., as well as their plant at South San Francisco. The construction of a new building which will cover a floor space of 150x175 feet, exclusive of galvanizing plant and garage, will begin at once and

will be ready for occupancy by October 1.

At the present time the Robinson Hardware Co.
employs fifteen men in their factory, but are planning to materially increase their facilities in their new plant in Oakland. However, they will continue their hard-ware business at Gilroy, Cal., which will be their

headquarters.

Fred Johnson, a salesman of the Honeyman Hardware Co., Portland, Oregon, recently had a narrow escape from death in an automobile accident, when the car which he was driving plunged down a 170-foot embankment on Roberts Mountain in Southern Oregon.

Mr. Johnson, with his wife and two men, were driving over the mountain when, in trying to avoid a collision with some tourists on a sharp hairpin curve, the machine went over the grade head foremost, a large tree stopping its progress.

The Escondido Hardware Co., Escondido, Cal., has purchased the hardware stock of M. V. Wisdom.



AUTO-BIOGRAPHY OF AUTO WITH CHURCH HABIT

No, I'm not a Ford. I'm a big, red auto, and if I had my way, every car would be red. It is such an inviting color, and, when I speed up, and go through the country like a streak, there is nothing sombre about me. An auto should suggest the power and joyous abandon of life, anyway. I'm a high-powered car, of classy model, and paid for without a mortgage, and what's more, I go to church regularly, as every decent, self-respecting car should.

I didn't always go, but I've reformed. When my owner first got me, he could hardly wait until Sunday came. He was up at six, tuning me up and getting ready for a run in the country, for fishing, golf or a picnic. He generally invited some other church members, and I'm not saying it did them much harm; yet the day's pleasure always ended with a question mark—was that really the best use to which I could be put on the best day of the week?

Coming home one Sunday from a trip, I was caught in a rainstorm, without chains. I skidded on the country road (I didn't mean to), and slipped over a bank and pitched the whole party out. Fortunately, none were hurt, but my owner was badly shaken. He was quite sober, and his only remark on the way home was, "thankful I didn't break my fool neck."

Next Sunday he surprised me by going to church. The service must have gripped him, for I heard him say to the Missus, "We've missed a whole lot recently, haven't we?"

Now, every Sunday I go to church loaded, picking up tired women and children, taking old people home from service, and shut-ins out for a ride in the afternoon, if the weather is pleasant.

I'm having the time of my life, and have begun to believe that even an auto can have "a conscience void of offense toward God and men!"

CALIFORNIA HARDWARE ASSOCIATION HOLDS QUARTERLY MEETING

The California Retail Hardware Association held their quarterly meeting at Fresno, Cal., recently, which was well attended by dealers in that section.

One of the chief subjects discussed was the implement situation, and the dealers in the interior and country towns are realizing that implements and tractor tools are playing an important part in the trade.

The association is awakening to the interest and vast amount of trade that has developed, and will endeavor to interest the implement retailers and tractor agents to become affiliated with the association.

The hardware store of J. S. Werlich & Son, Cle Elum, Wash., was recently destroyed by fire.

LUBRICATION OF AIR-COMPRESSOR CYLINDERS

"Recent disastrous explosions in air-compressor systems present striking examples of the danger existing from the use of ordinary oil in the air cylinders of air-compressors. Only a pure mineral oil, with a flash point as high as good lubricating qualities will permit, should be used. As little as possible of even the best oil should be used.

"Numerous cylinder oils are compounded, and such oils are likely to produce a carbon that will stick the valves and collect on valve faces and other parts of the cylinder and valve chambers, resulting in a dangerous condition.

"Air receivers are liable to explosion from accumulated oil deposits. Every receiver should be equipped with a pressure gauge, a safety valve, and proper drains, and all reservoirs and likely places of deposit in the air line should be thoroughly and frequently drained and cleaned. It is bad practice to have the inlet of an air compressor take from a hot or dusty room—the air should be cool and as clean as possible.

"The practice of throwing kerosene oil into the inlet of an air compressor to clean it is an extremely dangerous one, and the cause of an explosion under such circumstances is not difficult to understand. Lubrication of the air cylinder with soapsuds (preferably made of soft soap, about one part soap to fifteen parts water) for a few hours each week (or less frequently if the load is light), instead of oil, will help materially in keeping the cylinders clean. The only danger from the use of soapsuds is rust, and this should be overcome by being careful to discard the soap and feed the cylinder with oil an hour or so before shutting down. The receiver blow-off should then be opened and the accumulation of oil and water drained off.

"An air compressor engine should not be controlled by the air pressure alone, as many are, but should be fitted with an auxiliary governor which will act as soon as the speed rises above certain predetermined limit. This will prevent the engine from "racing" in case an accident to the tanks or piping causes a sudden lowering of the pressure. It is not necessary for an explosion to take place to produce a lowering of the pressure, as the giving way of a pipe, valve or tank from any cause will have the same effect."—(The National Safety Council)—Power.

The above article states our opinion in the words, "As little as possible of even the best oil should be used." We have said so for years. The logical lubricant for compressors is Dixon's Flake Graphite. A Graphite lubricator that automatically supplies flake graphite to compressor cylinders provides not only the safest but the most dependable lubrication possible. If you are interested in better service ask for a booklet on the subject.

ENCOURAGES TEAM-WORK AMONG EMPLOYEES

The Columbian Rope Company, in line with their progressive policy, has recently established an employee's family newspaper—that is a publication which circulates among all the employees of their plant. It is edited along the lines of a big country newspaper and is proving quite successful in increasing the good will of their employes. While this publication is intended primarily for circulation among their own employes, a letter addressed to the Advertising Department of the Columbian Rope Company will result in their sending a copy to any manufacturer who might be interested.



MURRAY SARGENT BECOMES CHIEF OF IIARDWARE AND HAND TOOLS SECTION

Reference was made in our issue a few months ago to the fact that Murray Sargent was selected as executive manager of the Hardware Manufacturers' Organization for War Service, with headquarters at 1218 New York

avenue, Washington, D. C.

Secretary Mitchell, of the Hardware Manufacturers' Association, advises us that Mr. Sargent, who has so ably served them as executive manager of the organization at Washington, has been asked to serve the government direct as chief of the Hardware and Hand Tools Section of the War Industries Board, and in view of the fact that such service to the government is highly essential at this time, the committee feel it their duty to accept Mr. Sargent's resignation so he may serve in this wider and more useful sphere.

The work of the organization, however, will be continued. The following resolutions were

passed by the association:
Whereas, Mr. Murray Sargent, executive manager of this organization, has been called upon to perform official duty for the government in the War Industries Board, and in consequence finds it necessary to tender his resignation as executive manager becoming effective July 1, 1918;

Be it therefore resolved, That the executive committee now records its high appreciation of the servives thus far rendered to this organization, and even in higher degree the service Mr. Sargent has rendered to the government in this critical period. Also its recognition of the higher and more important service which Mr. Sargent is now called upon to give; Be it further resolved. That the resignation be ac-

cepted with an expression of keenest regret because of the loss to the organization but with satisfaction in the thought that his services to the government will be of such direct and large value to the general war

program.

Sheers Hardware Co., El Paso, Texas, advise us that the firm of Sheers Lazenby Co., have changed their name to the Sheers Hardware Co. Mr. Lazenby having sold his interest to Mr. J. S. Gething, who assumes the office of vice president, and Mr. J. M. Sheers will remain president.

Jones & Gurney, Sonora, Cal., was recently destroyed by fire, caused by a gasoline torch which was being used in repairing wire; exploded, and many other merchants also suffered a complete loss of their business.



GENUINE

The Standard for a Quarter-Century

Sectional View Showing Construction Order from your jebber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleans-

THE FRED J. MEYERS MPG. CO. Esmilton, Ohio Bender Street



Wilson Headquarters

THE above illustration shows the exterior view of the big new headquarters of Thos. E. Wilson & Company. This entire building is given over to the general offices of the company and to the storage of stock.

It is the central link of a long chain of factories devoted to the production of the quality line of sporting goods-The superiority of The Wilson Line. this line is an assured fact and begins with the expert selection of raw materials that go into the manufacture of Wilson's Sporting Goods.

From Wilson & Company, the Chicago packers, who are our parent concern, it is possible to secure the pick of many of the raw materials used in the manufacture of sporting goods.

Throughout the manufacturing, designing and finishing in our factory the work is supervised by experts of na-

tional reputation.

This expert supervision and careful selection means a great deal to the Sporting Goods Dealer. It is his assurance that the goods bearing the Wilson trademark are exactly as they should be.

If you are not handling the Wilson Sporting Goods at the present time, a line from you will bring full information and sales possibilities. Write us today for our new 1918 catalog.



701-703 North Sangamon Street

Chicago

No. 1 of a Series



QUALITY OF PAINT REQUIRED.

To determine the quantity of paint required to cover a given area, measure the length and width of the building and obtain the perimenter or number of feet around the building. Multiply this by the average height and the product will be the number of square feet to be painted.

A good paint should cover three hundred square feet of surface, two coats, per gallon of paint. Divide the number of square feet to be painted by 300 and the result will be the number of gallons that will be necessary to cover the ordinary surface. A very porous, rough or scaly surface will naturally take up more paint. If three coat work is desired, half again as much paint will be needed.

Things To Tell Your Customers

Don't forget to employ a good painter. Any paint must be well brushed out and a lazy workman will spoil an otherwise perfect job by neglecting to spread the paint properly.

Don't overlook the necessity of shellacing all knots, sappy or pitchy spots before apply-

ing the first coat.

Don't paint a damp or green surface as no paint will adhere properly under such circumstanes.

Don't forget that yellow pine is very hard to paint and must be well seasoned if success would attend your efforts. Don't use ochres of any description for priming. Use the same paint that is to be used for finishing coats, thinning it, however, according to the directions accompanying each can.

Don't try to paint over a surface which has scaled or blistered without wire brushing or

burning off the old paint.

Don't forget that the better the paint the better the job, and the more satisfaction and service will be produced. That's what you are looking for.

C. N. Hawkins for many years manager of the Granger's Union announces that he will retire from business. The hardware department of their business will be taken over by L. E. Ladd of Frank Ladd & Co. The Granger's Union has been an important factor in the trade in their locality for many years.

The O. S. Stapley Hardware Co. are remodeling their store and otherwise improving its appearance, which will give them increased facilities for fall trade. Business with them has been all that could be desired, and the outlook is most excellent.

WOULDN'T STOP EVEN IF HE SHOULD QUIT BUSINESS

I would not be without the HARDWARE WORLD for many times the cost even were I to retire from the business. I would continue my subscription just for the good reading and helpful articles it contains aside from that pertaining to the hardware business.

F. H. TURNER.

SATISFACTORY and PROFITABLE



Good Painters use Cal-Pa-Co Pure Paint when they have a particular customer to please

CALIFORNIA PAINT CO.
OAKLAND, CALIFORNIA

Hammond Lumber Co., Los Angeles Stayner & Daly, Salt Lake Kelly, Thorsen & Co., Portland

JOBBBB



No other manufacturer uses greater care in making 100% Pure Paint.

Cal-Pa-Co products combine only the best ingredients under the direction of the most skilled paint chemists.

The California Paint Company — manufacturing Cal-Pa-Co paints, varnishes and enamels for over 50 years —took five first awards at the Panama-Pacific International Exposition.

It will pay you to write for dealers' special agency terms.



It has been announced that George MacGillivray, a well known hardware dealer, has purchased an interest in the Riverside Hardware Co., Riverside, Cal. Mr. MacGillivray was formerly in business at Corona, Cal.

Esles Smith for many years engaged in the plumbing business at Azusa, Cal., has sold his business to Walter Johnson of Baldwin Park.

The Brawley Hardware Co. will continue the business of the Taylor Hardware Co., Brawley, Cal. The officers of the new corporation are: A. J. Kalin, president, H. S. Gipe, secretary-treasurer, F. H. Girvin, manager.



Moltaux Print Mrs. Ca

169-173 Second Ave., BROOKLYH---HHW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal.



PIN YOUR FAITH ON DIXON'S

The lubricants that have proved their superiority in actual use and scientific demonstration. Don't be content with a camouflage coating that squeezes out quickly and leaves bearing surfaces at friction's mercy. Rely on

PIXON'S Automobile LUBRICANTS

They stay put-save wear, time and money.

Write for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the Joseph Dixon Crucible Company

Established 1827



ON REQUEST, we will send any Hardware Dealer a six ounce can of Noahs Pitch free.

FIBROUS CEMENT

Use it for any leak, no matter if it be in a roof, barn, silo, boat, or greenhouse. Use it without heating. Don't bother whether the surface is wet or dry. Merely open the big-mouthed can and daub the compound over the leak with an ordinary trowel or table-knife.

Put the sample to every test you can conceive. It will do its work so well, you will want your customers to know how good it is

THE PHILIP CAREY CO., 232 WAYNE AVE.,

LOCKLAND, CINCINNATI, O.

A GOOD PAINT TALK TO GIVE YOUR CUSTOMERS IF YOU HANDLE GOOD PAINT

A thing worth having is worth waiting for. If your house is worth painting it is worth painting right. Never under any circumstances use a second quality paint on your house. If at the time it needs painting and you cannot afford the best paint made—wait until you can.

The theory that a paint costing one dollar a gallon, which will last three years, is just as good as a paint costing two dollars a gallon

and lasting six years is all wrong.

In the first place the cost of application must be added to the paint in each instance, and in case of the cheaper paint it will have to be added twice. In the second place a paint that has to be renewed in three years cannot possibly have the material in it that a paint will have that lasts six years. The six year paint contains the best ingredients, known as pigments, and the pigments are really the life of the paint. They are the part of the finished paint that protects your building and battles against time.

A six year paint will be found, at the end of that time, to retain its adhesiveness to the building on which it was placed and an additional coating but doubles the thickness of pigment. A paint that needs renewing after three years cannot help but contain chalky pigments as substitutes for the better grades. As such lose much of their protecting properties and gradually wear off, so by the time the building needs repainting there is not much of the original coating of pigment left.

Paint of the highest quality, combined with the most extreme care and standardized beyond all chance of guesswork results, should be used in preference to those that are cheaper. Inferior material being used in the composition of cheap liquid paints will not show up until long after the painter has gone, but in a year or two the cheaper paint will be an endless source of

dissatisfaction.

BIGGER SALES FOR YOU

This is the year of all years to sell "XXth Century" Bottle Coolers. They are not only the most sanitary water coolers on the market and the cooler chosen by the U. S. Government,



but they use one-third less ice than other coolers. Make a big point of this fact and you can sell a lot of these coolers, for ice is very high in price.

"XXth Century" Bottle Coolers

This cooler has two containers, one for ice and another for water, so that dirty and disease-laden ice can never come in contact with the water and contaminate it.

It is economical, because its ice container is made of "Fibrotta," a non-conductor of heat or cold, which shuts the heat out and keeps the cold in. The "XXth Century" Bottle Cooler will pay for itself within a short time in ice savings alone. Write for our catalog.

CORDLEY & HAYES
COOLER HEADQUARTERS
40 Leonard Street, New York City

"ANSONIA" NAIL CLIP 15 CENTS



Style No. 560

Made by the makers of the "Gem"
Nail Clipper.
Twelve in a box or
12 on a display
card. Fast tencent sales.

Big Profit
Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street BOSTON - MASS.

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U.S.A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting. Glass Mirrors. Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

THE COST

No matter what it costs in money, we shall find it cheaper to win than lose the war.

The Germans are the most ruthless tax collectors on earth. They expect America to pay for the war. Their newspapers talk of an indemnity of \$25,000,000,000. When they have the power the Prussian autocrats have no difficulty in collecting.

Brussels, after many fines and taxes, was punished by a fine of 5,000,000 francs "on account of the attack made upon a German soldier by Ryckere, one of its police officials."

Luneville was fined 650,000 francs because of an alleged attack by some inhabitants.

Cardinal Mercier complains that 500,000,000 francs were imposed on impoverished Belgium by December of the first year. In November, 1915, the Prussians decreed that the contribution be increased to 40,000,000 francs a month from bled-white Belgium. Later it was raised to 50,000,000 francs.

These instances may be increased indefinitely. At last the Belgian men were carried away into slavery. Later this was done in Poland.

It will be far cheaper to pay now than when Germany sets the price.

PAINT PORTFOLIO

The "Harrison Works" of Philadelphia, manufacturers of Town and Country Paints, owned and operated by the E. I. du Pont de Nemours & Co., have just issued one of the most attractive pieces of advertising literature seen in some time.

It is in the form of a portfolio, containing eight color plates each of which is a master-

piece of the lithographers art.

The plates show the combinations of colors of the Town & Country paints used for decorative as well as protective painting of the various style residences, from the small bungalow to the abode of many rooms. Accompanying the portfolio is a two page folder descriptive of the contents.

Copies of these beautiful specimen plates

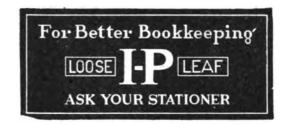
may be had by addressing the Harrison Works, Philadelphia, Pennsylvania.

Mr. William Henry, Manager of the Roofing Department of Pioneer Paper Company, Los Angeles, Cal., is enjoying an extended vacation in the Sierras with his family.

For a long time past Mr. Henry has been working very hard—not only for his own firm, but also for the International Sales Managers Association, of which he was recently elected President.

It is largely due to his efforts that Pioneer Roofing has secured so strong a hold amongst hardware dealers—becoming one of the most rapid selling and satisfactory items in the dealers' stock.

Mr. Henry's countless friends hope he will come back greatly benefited in health as a result of his trip.





Retails for \$1.00

Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-I. W. Hellman Bidg., Los Angeles, Cal. (Factory: San Francisco)



New Goods and Specialties



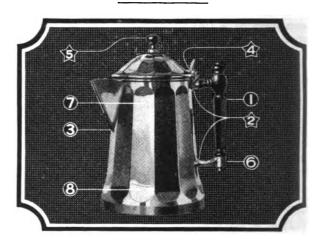
RECOMMENDED GAME AND TRAP LOADS FOR SHOTGUN SHOOTERS

Carrying out a similar idea to that employed by the manufacturers of automobile oils in providing charts showing the grades of oil best suited for every standard make of car, the Remington Arms Union Metallic Cartridge Company, Inc., has issued a very handsome and useful chart of Recommended Game and Trap Loads for shotgun shooters, distribution of which to all Remington UMC dealers begins June 15.

The chart is in the form of an art hanger, the full color illustrations for which are from the brush of that highly gifted bird artist, Lynn Bogue Hunt, and reproduced by lithography. Dimensions of the hanger are 20x26 inches, and the illustrations, of which there are nine panels, depict thirty different species of leading American game birds and three game animals. Better natural history studies of any of the game illustrated have not been published, and their grouping on this artistic, yet practical, hanger is a credit not only to the artist but as well to the Remington UMC Company. Judged for its educational value, it sets a high mark indeed, and beyond doubt it will long be used as a handy standard reference, not only in sporting goods stores but wherever sportsmen congregate.

A total of 78 standard loads are given, but of course there are numerous duplications. It is not attempted to recommend a particular load for any one kind of game in all localities. However, it is to be expected that those given will give best results under general conditions, and there is no question of the decided value to the dealer the chart will be in influencing shooters who do not know what they want, to choose a practical load. Too much emphasis cannot be laid upon this point. Every hunter will recognize that in supplying shotshells for so many years, in such large quantities and for use all over the world, the Remington Arms Union Metallic Cartridge Company, Inc., has acquired a vast amount of knowledge of the actual requirements of shooters. And every wide-awake dealer knows that the more shooters who will exercise the good judgment to let somebody who really knows what is best guide them in their selection of their loads, the better it will be for all concerned.

The distribution of these hangers will be commenced with Alaska, and will end with Louisiana, the last supply going out September 20. In practical service to the dealer, it will be one not soon to be forgotten.



UTENSILS THAT SAVE FUEL

Winning the war in the kitchen has become a national campaign marked by various methods of attack.

Not only are the housewives of the land substituting rye, barley and corn meal for white flour in order that our soldiers and their allies may have the nourishing food that they require, but they observed the meatless days of the past most religiously and are continually practicing other worth-while economies in the home.

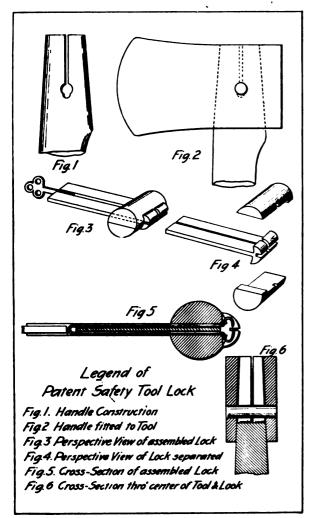
There are the thousands of women, for example, that use cooking utensils of aluminum. They are helping to save fuel in addition to enjoying the economy that results from the use of aluminum goods, which are much more serviceable and enduring than pots and pans of tin and enamelware.

"Aluminum cooking utensils are savers of gas and coal," said George Vits, president of the Aluminum Goods Manufacturing Company of Manitowoc, Wis., which last year introduced the very successful Mirro line on the market. "The reason is obvious to every housewife, who knows that the aluminum coffee pot, tea kettle and double boiler heats quicker and holds the heat longer than do utensils of other metals and compositions."

An appreciated feature of the Mirro tea kettle and double boiler, in fact, is the unusually wide heating base that is both an aid in the speedy preparation of foods and also a conservator of fuel.

According to the manufacturers of aluminum goods and the dealers that handle their product, the demand for aluminum cooking utensils has increased tremendously since the outbreak of the European war. This can be explained by the fact that housewives have learned the superiorities of aluminum and are making their kitchens more efficient and refined, and also because many patriotic women are averse to purchasing articles that are made in a country hostile to the United States and her allies.

P. Nolser of Perris, Cal., is the new owner of the Skrable & Stroud Hardware store at Pomona, Cal. He will be assisted by his son in the business.



A NEW IDEA IN TOOL CONSTRUCTION

A brand new idea in tool construction embodied in one system, which the inventors claim to be: Safety first.

Standardization of output.

Economy of time, labor and material

Maximum efficiency of all working parts. A better profit for producer and consumer.

is found in an article which has recently been patented, and is adapted for the manufacture of axes, hatchets,

and is adapted for the maintracture of axes, hatchets, hammer, picks, sledges etc.

This patent safety tool locking device which prevents the accidental flying off of ax heads, or any other tool or article from its handle, will enable a manufacturer to standardize his products, and offer to his customers an article which has merit and talking points not found in any other method of handling tools. tools.

According to the accident commission of one state alone, that of California, the total number of accidents for 1914 were 62,241. Due to defective tools and their handling, 5,731, and a large per cent of the accidents due to the misuse of tools is caused by handles flying off or by defective handles, or defective adjust-ments between tools and handles.

In other words over 14 per cent of the accidents were directly traceable to the faulty system of ad-

justment of tools as now used.

It is claimed for the patent tool locking device that it is constructed in strict accordance with correct mechanical principles, using a male and female wedge, just as a bolt and nut are used in assembling objects in rigid emplacement.

It is simply constructed and leaves all working parts unimpaired, and in their natural strength. In fact it is claimed that it actually reinforces them.

The handles will not only last longer, but the time and effort used to remove and replace the handles is so

much reduced that all large industrial plants will undoubtedly find it to their advantage to adopt this system as it is brought to their attention.

The handles of all tools are enabled to be securely looked with this patent arrangement, hence a laborer or mechanic will use his tools with greater confidence, having no fear of them becoming loosened from the handle.

This patent arrangement has been found extremely useful in railroad and surface picks. Some of the large railway construction companies have enthusiastically commended this patent device.

At the present time each manufacturer generally use their own standard of tool eye, hence there is a diffi-culty in replacing broken parts, entailing loss of time and employment of skilled labor to overcome this lack of system.

Moreover it is claimed that if a breakage of a nandle occurs it is a matter of annoyance to remove the broken parts from the tool, compelling either a process of drilling or burning out with consequent injury to the tool.

With this new device, weakening the handle along the line of greatest strain by slotting, splitting its grain and making a perfect adjustment or contact between surfaces is impossible.

In this invention the vital parts of the tool and the handle are left intact. The locking between them occurs in a place where there is the least strain or wear. The wedge principle is applied in such a way that the attachment between tool and handle increases in the same measure as the parts tend to separate.

A number of Compensation Service Bureaus have also examined the device and have pronounced it thoroughly practical and advisable to use.

We are showing herewith the detail of the con-

struction of this patent.

To remove the handle all that is necessary to do is to insert a key in a slot provided in top of handle, pushing it in as far as it will go. Take a nail set and drive out the wedges which project from side to side of the tool. Removing the key from the slot, with a wooden stake drive out the handle from the upper end of the tool and with one or two blows the handle will separate from the tool.

The inventor, H. A. Zeckendorf, 911 Claus Spreckles Building, San Francisco, will be glad to hear from any of our readers, who are interested in articles of this nature, and also from manufacturers of axes, hatchets, hammers, drift picks, sledges, etc., with a view to in-corporating its manufacture into their products. He will be glad to give full information to any

of our readers upon request.

SQUARE BACK-BROAD BEVELED EDGE DRAWER PULLS



The Shelby Spring Hinge Co., Shelby, Ohio, recently added to their line of hardware specialties a Square Back Broad

Beveled Drawer Pull. The broad beveled edges give this pull a very striking appearance.

It is made of wrought steel, bronze or brass metal, finished in various finishes.

Prices quoted upon request.

The Attaway-Latham Hardware Co., Mesa, Arizona, report a very satisfactory season thus far, and a spdendid outlook for the balance of the year.





VAWTER'S FLY REMOVER

While the weather conditions during the past thirty days in most parts of the country have been anything but conducive to suggest "fly" time, yet it will not be very long before the "swat the fly" movement will be at its height.

There will be a constantly increasing demand for an efficient fly remover.

J. H. Vawter, former president of the Illinois Retail Hardware Association, who disposed of his hardware business some time ago to devote all his time to the manufacture and sale of fly remover or fly spray, reports an increas-

ing demand for his products.

This fly remover is stocked by many of the leading hardware and saddlery jobbers, among whom are the Simmons Hardware Co., in their various houses, in St. Louis, Toledo, Sioux City, Minneapolis, Wichita, Philadelphia; Boetticher & Kellogg Co., Evansville, Indiana; Beck-Corbitt Iron Co., St. Louis; P. Burns Saddlery Co., St. Louis, as well as a number of other wholesale hardware, harness and grocery houses.

Vawter's Fly Remover is not to be confused with the ordinary fly repeller, for it is a splendid disinfectant, and can be profitably used in chicken yards and all outbuildings. It will not only keep the flies away, but will prevent dis-

agreeable odors.

Anyone who owns stock of any kind is a sure purchaser. Besides the inconvenience and loss of feed which it prevents, it will actually save from five to six dollars on each cow by keeping up the flow of milk during the hot months. Cows are bound to fail in their milk if they have to fight the flies all day long.

Any of the jobbing connections or Mr. J. H. Vawter of Salem, Illinois, will be glad to give full information to any of our readers upon re-

quest.

A. J. Hill has sold his interest in the hardware firm of Hill & Co., at Harrisburg, Ore., and he will engage in the hardware and auto accessory business, as well, at Shedd, Oregon, under the firm name of Hill & Sons.

The Hoover Hardware Co., Long Beach, Cal., have filed articles of incorporation with an authorized capital stock of \$10,000. The incorporators are C. L. Hoover, Esther Hoover and L. N. Whealton.

WISE PRECAUTION

Employes of the Simonds Manufuacturing Company of Fitchburg, Mass., will be able to keep their homes warm during the next winter and workers will have but little worry over the fuel situation if they take advantage of the offer which the company has made. It has been announced that in view of the threatened coal shortage and the inability of many to secure their coal supply at once, due to the cash with order policy, that the Simonds Manufacturing Company would arrange for the immediate delivery of fuel to any of its employes from the local coal dealers. The Simonds Company has arranged matters so the necessary cash payments will be made to the dealers and the employes given an opportunity of paying their accounts to the company in sums, or at intervals, as is convenient to them.

The plan is not only intended to help the employes, but it is adopted as a measure to assist in relieving the coal shortage and possible congestion of orders later

through the early summer deliveries.

WAR GARDENS ENCOURAGED

More than 50 employes of the Simonds Manufacturing Company of Fitchburg, Mass., are enthusiastic war gardeners, who are doing their bit to produce food and help win the war. Through the assistance of the Simonds Company over half a hundred of its employes have secured garden spots which they are now working. A tract of land owned by Gifford K. Simonds has been set aside for use by the men, while another tract owned by the city has also been secured for use

by the factory employes.

Under the direction of James Dinnihan, all of the garden tracts have been plowed, harrowed and placed in condition for planting at no expense to the employes. Practically all of the gardens have now been planted and the men are earnestly engaged in intensive farming. Every Simonds gardener is putting in a generous section of spuds and the general run of garden truck. The company is doing everything possible to encourage the men and besides donating the land and having it prepared, fertilizer has been supplied at cost and delivered at the gardens. Other employes who have gardens at their homes have also been furnished fertilizer. The gardens will be inspected from time to time by a representative of the company in order that the best results may be obtained.

MANUFACTURERS SECURE DESIRABLE WESTERN SALES CONNECTIONS

B. F. Gladding Co. Inc., manufacturers of fishing lines at South Otselick, New York, have appointed McDonald & Linforth of San Francisco as their far

western selling agents.

This is the first time anyone outside of the immediate organization has acted as selling agent for the products of the B. F. Gladding Co., who by the way, have been in business for over a hundred years, and whose products are highly regarded by the trade throughout the entire country. It is a deserved tribute to this enterprising sales organization.

McDonald & Linforth also represent such well

known manufacturers as the Hunter Arms Co., Fulton, New York, J. K. Rush Co., Syracuse, New York, and

the Canton Cutlery Co., Canton, Ohio.

It is their policy to sell only to the jobbing trade, and they are having an excellent business on all of their lines.

E. M. Adams, formerly of Bellingham, Wash., has purchased the Zimmer Hardware & Furniture Store at Kelso, Washington. Mr. Adams has had considerable experience in this line. We understand E. R. Zimmer has purchased a hardware business at Hoquiam, Wash-



Business Opportunities

WANTED

A live and experienced hardware man, not subject to draft. Meyer Bros., Gooding, Idaho.

FOR SALE.

Clean stock of general shelf and builders' hardware in live Eastern Illinois city. Well equipped tin shop.

Address "Hardware," care HARDWARE WORLD.

We can sell your business for cash no matter where located. No publicity; describe fully in first letter. Herbert, Webster All correspondence confidential. Building, Chicago, Illinois.

FOR SALE.

Clean hardware stock in the best terminal port city in Southern California.

Will invoice \$15,000.00 in merchantable hardware. For particulars write.

Address: HARDWARE WORLD.

POR SALE

Hardware store, with plumbing shop, in one of the best grain and fruit growing sections in California.

Old established business. Only \$5,000.00 cash capital required, and satisfactory terms for balance.
Address, R. P. Burr, P. O. Box 596, Sacramento, Cal.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care Hardware World.

GOOD, RELIABLE HARDWARE MAN WANTED

We want a good reliable hardware man, capable of taking charge of the buying as well as the selling end. We should like him to have some knowledge of implements. Salary \$125 per month. Give full particulars, such information as you would want were the position reversed. Address G. F. Company, care HARDWARE WORLD.

HARDWARE SALESMAN WANTED.

Must have not less than five years' experience, and must be competent stockkeeper.

This store carries a \$50,000 stock of hardware and

implements in a thriving Southern Idaho town.

A good opportunity for a hustler who is willing to work for advancement.

Address M. H. Company, care HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

FOR SALE.

A good paying hardware business, will sell at invoice price, which will be about \$12,000. Reason for selling, want to retire from business. Beasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

POSITION WANTED.

By experienced hardware man with a progressive and growing firm. Have had eight years jobbing and retail experience. Now employed. Exempt from military duty. First-class references. Prefer being located in intermountain region or Northwest. Address "E. C., '' care HARDWARE WORLD.

MANAGER RETAIL HARDWARE STORE WANTED.

We want a live, up-to-date, thoroughly capable manager for a retail hardware store in a city of 250,000 people.

Daily cash sales will average over \$500.00. Man

must be thoroughly competent, and experienced.

Give full particulars, age, experience, references, salary wanted, personal habits; in other words, such information as you would want were the position reversed.

Applications treated Confidential

Address "RETAIL," care HARDWARE WORLD.

FOR SALE.

Hardware and implements, located fifty miles from San Francisco, in a live little city, being a county seat, with rich farming country and many substantial factories that have a steady payroll all year. Sales last year \$75,000, and expect to do better this

Business is largely cash and back accounts are short

A modern store, clean, up-to-date stock. It takes from \$16,000 to \$20,000 to handle the business. A paying business that will stand inspection.

Will give part terms.

Above in a good, desirable town and a fine climate. J. X., care HARDWARE WORLD.

SPLENDID OPPORTUNITY

An opportunity for securing a well established im-plement business, established for many years, can be had by simply purchasing the stock.

It is a splendid location, in one of the best cities in central California, and a large business has been developed. A favorable lease and terms can be made. This is an opportunity that is to be found once in a life time, as the owner has other interests thate are requiring his attention. Opportunity, care HARDWARE WORLD.

Don't Fly Off the Handle!

Mr. Edge Tool Manufacturer, Attention!
A brand new idea in tool construction embodying in one system the thought of—
1. Safety first.

2. Standardization of output.

Economy of time, labor and material.
 Maximum efficiency of all working parts.

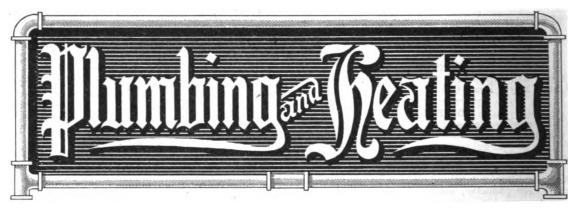
A better profit for producer and consumer.

U. S. patent just granted. Nothing like it in existence.

Endorsed by the foremost engineer of the Pacific Coast.

Correspondence with manufacturers of highclass axes, hatchets, hammers, drift picks, sledges etc., solicited.

Address H. A. Zeckendorf, 911 Claus Spreckels Building, San Francisco, Cal.



THE HUSTLER IN BUSINESS.

The past severe winter and shortage of fuel revealed many weaknesses in heating plants throughout the United States. Incidentlythrough freeze ups-it showed up much defective plumbing.

Now these defective jobs of both plumbing and heating are a fertile field for our master fitters and plumbers. We know of one shop employing about twenty-five men that contemplated employing only two men this summer. Before this practically closing down, this "Boss" decided to make a thorough canvass of the city and as a result on this defective work and other jobs that resulted, the shop is now employing thirty-five fitters and plumbers, or ten more than the usual number of men.

This result was not due to "luck" or "pull", but simply a huge effort to land business. The "Boss" himself went out after the jobs-and got them. Go after the "prospects" who are they?—Well, we would say first—

Any man, woman or firm for whom the shop ever did work.

Personal calls are always best. If you haven't time yourself send the most business like employee you have. His efforts will most handsomely repay the time he spends at the

If you can't do this why then a short business-like letter will bring results. For the past few years there has been made many improvements in both the plumbing and heating line. Get in the swim. Don't stick to any old line when it has been proven that there are better goods to be obtained. Get a line of goods that have many good selling points—That does not mean, of necessity, the most expensive line but it does mean reputable goods, first, last and forever.

Speaking regarding boilers for house heating purposes, we would suggest a moderate priced boiler that would burn a good many different kinds of fuel, if necessary. In regard to present high prices it is quite doubtful if iron drops to the price of five years ago, for many moons to come. So if your customer holds off expecting a drop in prices, the chances are he will die before they come.

Show the customer how much money he can save on an up-to-date installation and then put on the extra dope when you talk of convenience. When you present your figures be eternally sure that you know all about the job. If you can give any suggestions for its betterment, do so in a kindly way. Don't get "hot" if the customer comes to you for information after the job is installed. In lots of businesses they give "jobs and jobs" of service entirely free. look at the Automobile tire business as an instance. Yet these people find it a paying proposition merely from an advertising standpoint. There are many other points that will suggest themselves to the reader. The plumbing and heating man who gets out and goes after business along some such lines as have been suggested is the man who will sure get the business this year.

There may be people who are innocently misled by Socialistic talk, there may be people who believe it would remedy imaginary or existing evils—we say there may be a very few, but we believe by far the vast majority of them -Pro-German, I. W. W., Non-Partisans are Bolsheviki, and will stop at nothing to further They would sacrifice the lives of their end. everyone who does not believe as they do, they would destroy our very government.

It is time that each one of us should take account of himself and what he is ready and willing to do to stop the growth of Socialism,

I. W. W.'ism and Bolshevikism.

If we don't, then we may expect the case of another Russia on this continent. Consider how far we have drifted. Consider these things and ask yourself where you stand, and what are you willing to do. It is time for sober, serious thought.

All some people care for is appearance. They are all front door; open the door, and you are in the backyard.

A really good husband is almost unknown. What women mistake for a good one is usually only a careful one.

Don't argue, it's fatiguing and does not buy anything.





"SERVICE"

is the big factor in modern business. With us it has been put to the test and found not wanting. It measures up to the recognized QUALITY of

OUR "FAULTLESS" PLUMBING and HEATING FIXTURES

It is a prompt, accurate and dependable service.

M. L. KLINE

30 Years' Wholesaling Plumbing & Heating Supplies in Portland 84, 86, 87, 89 FRONT STREBT - PORTLAND, ORB.

Garden Hose Valves

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Recognized Quality

Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

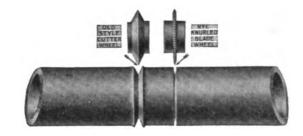
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"I'm Nye the Die Man"

Save a Penny a Minute And Your Immortal Soul!

They Cut Without Cuss Words



Made in All Sizes to Fit All Standard Makes of Pipe Cutters

THE NYE TOOL & MACHINE WORKS

108-128 N. Jefferson Street, Chicago, Illinois

Putting the "Fish" in Efficiency

(By Harry Gale Nye)

THERE was an old colored man in the South who was very fond of fishing, according to a popular yarn. He would fish on the slightest provocation. One night a downpour of rain occurred, and in the morning a deep pool of water stood in front of the negro's cabin. A passerby found the colored man sit-



ting on his cabin doorstep, fishpole in hand and with his fishline dangling in the newly formed pool of rain water.

"My goodness, Sam," said the passer, "don't you know there aren't any fish in that puddle? what are you fishing there for?"

"I know dey ain't," answered Sam, "but it

is so handy!"

There are a lot of fellows whose philosophy of business is just as logical as Sam's philosophy of fishing They are always doing the handiest thing, without giving much consideration to how many fish there are in it The puddle is more important to them than the fish

They are fishing in the handy little puddle of precedence, and their fishline is the line of least resistance. They are doing things some particular way because that way will do instead of hiking it up some new stream where the going may be harder but where the fish may not be so worm-shy.

It probably would be a good thing for a man if once in a while he would sit down and figure out whether he is just fishing or is really after fish, whether he is in business or after business. Of course, if it is sufficient pleasure to him to sit all day with a pole in his hand and never have a strike, or to sit all day at a desk and never land anything bigger than a minnow, there is nothing to do but to leave him to his dreams. But if he is really after fish, then he better hump up stream, even if he does have to do a little wading and climbing.

I know of a case where a new manager fired an assistant who had been with the institution eleven years for the simple reason that the assistant knew how everything ought to be done. No matter what it was, the assistant knew the way it had always been done in the past; he could no more be persuaded how to figure out some new way to do it than a horse could be driven past its old stall to one farther up the stable that had more bedding and hay in it.

All his life he had been watching for the handiest way, and then picking it out as his way of doing that particular thing now and forever, one and inseparable. So the manager let him out to make room for a new man who didn't know quite so much about the past and was figuring out the road by means of a searchlight instead of his tail-lights.

Yet a man can hardly make a trip through his shop without seeing something that could be done better. Even a doctor experiments now and then; and, while a patient may be on the road to recovery one day and on the road to Woodlawn the next as a result of that experimentation, in the long run the patient as a class benefits because the doctor hasn't done the handiest thing but has followed some new inspiration.

What Efficiency Really Is.

The word "efficiency" is probably used as much in manufacturing and selling as "collateral" is in banking. But efficiency isn't to find the most efficient way to do something today, and then assume that that is going to be the most efficient way to do it a year from next Tuesday. Efficiency is to be on the trigger all the time, looking for a way to do something that may be a little more trouble now and save a lot of trouble then.

The handiest way to move a tram car used to be a horse; then somebody thought up a steam engine. The handiest way to move a wagon used to be on an ordinary axle; and then somebody thought up ball bearings. The handiest way to get rid of your wife's relations used to be with a club; and then somebody thought up a shotgun. And the handiest way to get out of jail used to be a crowbar and then some lawyer thought up a plea of emotional insanity.

Efficiency isn't to find some way to do some thing forever, but maintaining the efficiency of your thinking apparatus, in my opinion, so that the present way will never seem quite good enough. It is picking out the big thing ahead, instead of doing the little thing that is handy. It is making the fish more important than the fishing, the result more important than the method. It is not only maintaining the speed and output of a machine, but also the speed and output of your noddle, so that no opportunity to improve that output and increase that speed may be overlooked. That, to my mind, is what really put the fish in efficiency.



GRESGENT TOOL GO.

JAMESTOWN, N.Y.

To Every Tool Dealer:

Our Government needs large quantities of Crescent Wrenches and Pliers.

You know, and we know, that winning this war must come ahead of every other consideration.

At the present time there is not enough steel for both government and commercial requirements, so we have temporarily discontinued the sale of Crescent tools to the commercial trade.

We have no means of knowing just how long the present shortage of steel will last, but, as soon as the supply is sufficient to allow us to do so, we will resume commercial business, subject always, of course, to Government requirements.

There are millions of Crescent tools in the hands of owners, and it is our duty and yours to keep these tools working. Therefore, if you do not have new Crescent tools to sell, you will be doing a patriotic duty in supplying parts for your trade for their old tools.

Practically all the jobbers stock parts, but, if you should have any trouble in securing them, order direct and we will supply you.

Very truly yours,

CRESCENT TOOL COMPANY.

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Putting Things Off

(By Harry Gale Nye)

HIS article should have been written some time ago, but I put it off; I am glad I did, for it has taught me never to do it again. I could have written it in a couple of hours. Instead I lugged it around in my bosom for a couple of months, with the result that my bosom is covered



with corns; and my conscience is rubbed raw, and my mind is nagging at the corners—and all because I put something off instead of putting it over.

Some one asked a soldier the other day how much the outfit he carried on a hike really weighs. "Forty-five pounds when you start," said the rooky, "but a hundred and forty-five before night."

It is that way with a whole lot of us with a whole lot of things. The longer you carry a job around with you instead of doing it, and getting rid of it, the heavier it gets. The forty-five pound job that you could lift easily in the morning will be dragging at your heels at night like a ball and chain, and it will take on weight like a fat woman trying to reduce at a health resort. About half our jobs, anyway, are forty-five pounds work and a hundred pounds worry.

The letter that you could dictate right off the reel if you would do it when you had it to do, becomes a fifty-thousand word novel of a job after you have let it go a few days. When the subject is fresh in your mind, whether it is writing a word of commendation to a friend or a word of condemnation to an enemy, you could reel it off like a book agent reciting a prospectus. But put it off and put it aside, and it grows like the celebrated cloud that was no larger than a man's hand but grew until it moved a whole voting precinct from Kansas to Missouri.

The plan you were going to work out to do this or to do that around the shop you could have worked out without an effort if you had done it when the spirit moved you. But the longer you put it off the more your enthusiasm will ooze and the harder it will get to do.

The things that are put off are not only hard to do, but they are seldom done well. The thing you fail to do, you hate to do. You lay it aside, you fall over it, it gets in your way, it turns up when you are busiest, and it yelps at your heels like a yellow pup. You sit down to work at something else, and there is that neglected task sitting on its hind legs. You

lock yourself up to do a little quiet thinking, and that little job comes whining at the door. If you sneak off to play golf or pool or something, it gets in your way and musses up your shots. Whatever you do, it comes around and says "Why don't you do me?"

It gets on your nerves. It wasn't much of a job to begin with, but it has the habits of a snowball. Every time you kick it aside or roll it out of your way it picks up a little more snow. You wake up in the middle of the night, and what is the first thing you think of, some pleasant little incident of the day? No, that confounded job of tomorrow. Tomorrow you say, you will get it out of the way. But, it has been so easy to put off before, tomorrow you will put it off again.

I know a man who had a "Do It Now" sign over his desk, hung up so high that he and everybody else could see it. One day, when I dropped in, I said, "That slogan looks a little dusty. "Yes," he said, "some day I am going to get up and dust it off." What do you know about that?—putting off dusting off a "Do It Now" sign. The last time I was in I looked at the sign. You could hardly see it for dust.

If dust is going to render you more or less invisible, let it be the dust you kick up behind, not the dust you collect. There are just two things you can do with dust in this world—make it, or take it. There is a lot of dust floating around, and it is mostly on the men who put things off.

Did you ever watch one of these put-offers in a shop? They are always picking things up and putting them down. The tool that needs sharpening or tuning up they put aside for future sharpening or tuning. They are always finding that it won't do and putting it aside until some time when they can put it into shape. But, somehow, they never do it. Their benches are covered with things that they have to paw over because they have never put anything away. They have a place for everything and everything else in its place. They have to pick up ten things to find one. Their tool-chests look like button boxes; and whatever they want is on the bottom every time. They work harder than any other men in the shop, and do less work.

The things we put off are the little things, but by putting off they become the big things. If a war garden would grow like a neglected task we would have fresh vegetables the year around. Many a man who thinks he is busy is only behind. If he would rid himself of the little things be postpones maybe he wouldn't have to postpone so many big ones.

Don't put things off—put them over!

You Can Get More Plumbing Business by Advertising

We have prepared newspaper electros, theatre slides, animated cartoons, window cards and all the helps that you will need to put on an aggressive advertising campaign.

We will furnish you all of these without any charge. Now is the time to go after the remodeling business.

Write our Advertising Department for complete information.

PACIFIC



PLUMBING FIXTURES

Main Office and Show Room 67 New Montgomery Street San Francisco, Cal.

FOR SALB BY ALL JOBBERS

Pactories
Richmond and
San Pablo, Cal.



is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island

OREGON MASTER PLUMBERS ELECT OFFICERS

At the annual convention of the State Association of Master Plumbers of Oregon, which was held recently, the following officers were elected: Charles F. Fullman, Portland, president; C. E. Shumay, Eugene, vice-president; W. N. Smith, Astoria, second vice-president; A. L. Frazier, Salem, third vice-president; T. J. Rowe, Portland, secretary; Eugene Ruedy, Portland, treasurer.

W. F. Eckert, Northwest director of the National Master Plumbers' Association, made an address on the work of the National Association.

The slogan was "Back Uncle Sam to the last member and the last dollar."

COURSE OF ELEMENTARY AND ADVANCED SHEET METAL WORK AND PATTERN DRAFTING

We are pleased to announce to our readers the publishing of a new volume of much interest. The author is J. S. Daugherty, instructor in Sheet Metal Work in the School of Applied Industries, Carnegie Institute of Technology, Pittsburgh.

Its title is "Essentials of Sheet Metal Work and Pattern Drafting," and it contains sketches drawn to scale, and very complete descriptions of tools, machines and practices for the making of various articles in the schools.

It is especially written for teachers and students, who for some time have greatly needed such a complete work. In a sense it is the reply of the pioneer manufacturer in the sheet metal machine and tool industry, to numerous requests for information regarding classroom work suitable for grade and high schools. It is purely an educational, not an advertising work. The Peck, Stow & Wilcox Co. has turned publisher in this case, with the sole idea of broadening the scope of sheet metal instruction in schools everywhere. It is such a complete work that no school need longer hold off installing a sheet metal course because of the absence of an illustrated text and guide.

Machinery and tool dealers will also find this book of practical value to them. Its price is \$1.50 net, postage paid, handsomely bound in cloth. Remittances should be sent with orders to the Peck, Stow & Wilcox Co., Southington, Conn. Special discounts can be arranged by teachers, publishers, machinery and supply houses by corresponding with Peck, Stow & Wilcox Co., Southington, Conn.

The Sohultheiss Mfg. Co., San Diego, have moved to Los Angeles. This company are engaging more extensively in the manufacture of plumbers' supplies.

Carlson, Goff & Cocking are engaged in the rumbing and tinning business at Santa Ana.

THE GERMAN DANGER (By Bart Kennedy)

"I was born in England, but my father came from Thurles, Tipperary, and my mother from Nenagh. I lost my only son, a lad of nineteen, in this terrible war. It may be, sir, that you will let me say a few words to men of my own race. This war was brought about by Germany for the purpose of subjugating and exploiting the whole of Europe and, eventually, the world. This fact cannot be disputed. It is as clear as the light of the sun at midday. And, moreover, the evidence that convicts the Germans of this awful crime need not come from any outside source. It is supplied by themselves in a manner that is overwhelming. It is even admitted by their own ambassador.

A Warning of Danger

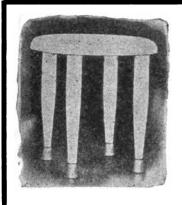
"Twelve years ago I was in Germany and saw what was afoot. Seeing it I wrote 'The German Danger.' The Germans have carried on this war in a manner that is foul, infamous and horrible. They have stopped at nothing. They have subjected innocent men, women and children to shameful indignity and death. They have been traitors to humanity, civilization, art, and God. They have slaughtered brave and noble priests who were carrying out the duties of their sacred office. They have committed abominations not to be named.

"The murdering of the noncombatants on the Lusitania was received throughout Germany with acclamation. The fact that the Germans are acting in a generally atrocious way stands, as far as the evidence is concerned, in the same category as the initial category of the deliberate bringing about of this war. It is in no way necessary to quote the findings of non-German tribunals concerning what they have done, for they have boasted about it themselves. Germany has committed the greatest and most dreadful crime the world has ever known.

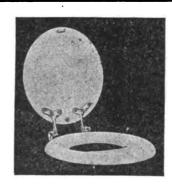
A Plea to Fellow-Countrymen

"She has broken her pact with humanity. She lived in the house, she broke bread in the house and then betrayed it. She has stolen a march on the world, so as to dishonor and enslave it. She threatens not only the existence of liberty, but threatens even the very existence of civilization. She will stand in the dock to answer for her black crime against the human race. Centuries will come, and centuries will go, and through them she will live a pariah and an outcast, a thing of dishonor."

If you expect to succeed in business quickly, you are doomed to disappointment. Quick success is something that cannot be produced by honest methods.







SNOW WHITE

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it. Satisfaction in a superior product brings the buyer back again and again.

Jobbers, plumbers and merchants cannot afford to handle inferior goods, even if they cost a little less. But Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you. Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. Pyralin Fixtures are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

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These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

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of the "AL-WAYS RELI-ABLE" torches and furnaces which makes mechanics buy them. They know from past experiences that there are no equals when quality, work-manship and results are concerned.

If you have never used this make, a trial is sure to convince you of its superiority over other makes You

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"Copper Brazed" Construction

Positively hold air without loss of pressure.

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Range Boilers, Riveted or Welded.

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FAILED TO RAISE STEAM IN BOILER

Editor Questions and Answers—For some time at the close of the heating season it was not possible for us to get enough steam from our heating boiler to fill the radiators. We thoroughly cleaned the smoke pipe and chimney, but without much better results. Would like to read suggestions from you.

T. J. SUMMERS

There might, possibly, be a leak somewhere in the system that would effect matters to the extent you state. If you failed to thoroughly clear out the boiler, at the time you cleaned the pipe and chimney we are inclined to think that that would be the source of the difficulty and all the more so if you had burned any quantity of wood or soft coal. Speaking generally any house heating plant should be cleaned out at least once a month during the heating season. At the time of so cleaning it would be well to blow off the boiler and fill it with fresh water. Have a regular day each month for doing this job and we feel sure that the time and effort will be more than repaid by the increased efficiency of the apparatus.

DO SOILS AFFECT GALVANIZED WATER PIPES.

Editor Questions and Answers—Can you tell whether or not the soil (earth) ever eats up galvanized iron water pipe? If so, what is the remedy.

E. A. PIMM.

It certainly does and to such an extent that in certain parts of the country no galvanized iron water pipe is run through the soil. Where such is the case, the water service from the water main into the house is run with lead pipe. In some instances the action of the water is detrimental to galvanized pipe and in such cases the remedy is the same—viz: run lead pipe.

SAVING ADJUSTABE DIES.

Editor Question and Answers—Can you tell me about how long a set of adjustable dies should last that cut 1", 11/4", 11/2" and 2" pipe for steam heating and plumbing jobs?

C. H. BEEKMAN.

The length of time such a set of dies lasts depends upon so many different factors that it would be impossible for us to set same definitely.

First, of two similar sets, used the same, one set may outlast the other several months, due to a difference in the material. Second, no two workmen use the dies in the same manner. Third, there is a vast difference in the material upon which the dies are used.

We would suggest that you learn to sharpen the dies and in this way you will extend their usefulness several fold. Take a new set that has never been used and notice how they are ground. Then take an old set and attempt—on a good grindstone or emery wheel—to duplicate the grinding. You will soon learn to grind and keep your dies in shape.

PREVENTING RUST IN HEATING BOILER.

Editor Questions and Answers—I was advised by some bum mechanic to paint up my heating boiler with kerosene this spring. The other day I looked it over and it rusted up worse than ever. What can I do. JOHN KERRIGAN.

Rub down the iron with a brick or piece of sandpaper. Then build a fire and heat it up. Now after the boiler has gotten cold paint it over with some good lard oil and it will not rust. Kerosene oil is about the worst thing you could have used to attempt to prevent the rust. We have known of many instances very similar to yours.

TOO MUCH LIME IN WATER

Editor Questions and Answers—The water backs, water fronts and coils in our vicinity all seem to stop up with lime in a few months time and it is a difficult matter to clean them out. What can we do to prevent same? Would copper heating coils do it? A. J. Graham.

Copper coils would stop up about as quickly as the coils of water backs you are using. The thing to do is to use some sort of preventative in the water. There are certain kinds of apparatus on the market that are claimed to do this and if you are interested enough to write us we will furnish you with the names of the manufacturers to whom you can explain your difficulty and obtain their suggestions as to how to avoid future trouble.

LAVATORY EMPTIES TOO SLOWLY.

Editor Questions and Answers—Have just had my lavatory in our bath room repaired. It was stopped up and now, while it does empty, it runs out very slowly. Can you suggest the reason?

B. R. BENNAGE.

Look and ascertain whether or not the trap under the lavatory is re-vented. If it is, pos-

YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK EVER MADE and YOU SPECIFY B. B. HIGH PRESSURE BALL COCK



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

thread desired.

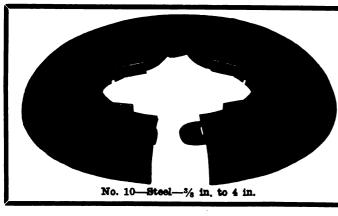
All sizes up to and including 4-inch carried in stock.

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No hammering. Benewable Seat of Steam Metal. No Singing or Whisting. Boller Bearing Lever on Cam, Beducing friction to lowest amount.

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Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

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"Honor Awarded Means Merit Rewarded"



sibly the re-venting pipe has become stopped up. If the trap is not re-vented we should be inclined to think that was the reason. If it is all lead work, the plumber may have melted the lead and gotten the pipe nearly full of wiping solder. Such instances ofter happen with careless or indifferent workmen.

A NEW AND COMPREHENSIVE BOOK FOR SHEET METAL INDUSTRY

Nearly everyone connected with the sheet metal industry has long felt the need of a manual broad and complete enough to serve as an all around reference book.

Now comes "Sheet Metal Workers' Manual," by L. Broemel, for many years active with the Peck, Stow & Wilcox Company, Southington, Conn., manufacturers of sheet metal working machines and tools, and Professor J. S. Daugherty, Instructor in Sheet Metal Work in the School of Applied Industries, Carnegie Institute of Technology, Pittsburgh, Pa.

The value of this new volume is apparent the minute you peruse its contents. Fifteen chapters chock full of authentic information for all classes of the trade—sheet metal workers, apprentices, manufacturers, purchasing agents, trade school instructors, students—and illustrated with more than four hundred pen drawings, as well as other illustrations.

Pattern drafting is a big feature of this book, but more important, the pattern secured, it shows how to develop the work with modern machines and tools, and other mechanical appliances in modern use. How to perfect all manner of seams and joints in sheet metal work is fully illustrated. If the job calls for soldering, brazing, oxy-acetylene welding, electric welding or hand forging and welding, a thorough course on all processes is given. fully illustrated.

Crimping, beading, edging, folding, turning, wiring; straight, circular and irregular cutting; all operations that enter into sheet metal working instruction are described fully and illustrated in order.

A chapter is given to the importance of the sheet metal industry and to sheet metal working machine and tool construction, stating in order all the facts concerning machine application and uses, describing and illustrating their adjusting features, all parts being marked in "trade" terms. Valuable information, indeed, for buyer as well as operator. Whether the metal is iron, brass, steel, copper or aluminum, what their metals are, how to use them, and their effect on machinery is described.

Fifteen chapters of the most vital inforamtion for everybody interested in the sheet metal industry. An educational, not an advertising, work. Even the illustrations of machines, tools and other equipment are reproduced with omissions of special marks or reference to manufacturers.

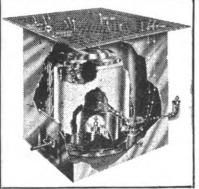
A glance at the "contents" of the "Sheet Metal Workers' Manual" lists the chapters as follows: Sheet

Metal Industry; Sheet Metal Working Machinery; Sheet Metal Working Tools; Sheet Metal Working School Shop Equipment; Course for Elementary, and Advanced Sheet Metal Work and Pattern Drafting, with pen sketches drawn to scale; Outline Course of Sheet Metal Work—Emergency War Training; Oxyacetylene Welding and Cutting; Electric Welding; Hand Forging and Welding; Outline Course of Hand Forging and Welding; Outline Course of Hand Forging and Welding; Properties of Metal and Their Alloys; Practical Geometry and Mensuration; Useful Tables.

For the first limited edition of this book, the price is \$2.00 net, postage paid. All books are sold on a guarantee of money refunded if not satisfactory. Readers should send order with remittance to Peck, Stow & Wilcox Company at Southington, Conn. Special price to dealers and schools on request.

A WORD FROM HOME

There's a fellow needs a letter, Will you write him just a line? It will make him feel much better To receive this friendly sign. That we march in love beside him Wheresoever he may roam, Share his life whate'er betides him. As we think of him at home. He has borne his country's burden, Sailed away to face the fight; Will you cheer him with this guerdon-You are with him day and night? Just sit down and write a letter, Full of vim, and news, and cheer, It will make him feel much better For your thinking of him here. There are days when he feels badly In his dugout far away, Send him, comrades! freely, gladly, Tidings from the U.S.A. Stand beside him thigh and shoulder. Send your spirit, with a might, It will make him fight the bolder Just to read the lines you write. Just sit down and write a letter Full of happiness and mirth, It will make some boy feel better As he burrows in the earth: Make his dugout one fine mansion, Make his night-watch bright as day. Sit right down and send good tidings To the boys who went away!
—W. T. H. Salter, of Trimont Mfg. Co.



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The name of Armstrong has ever stood for the best in service, quality and workmanship.

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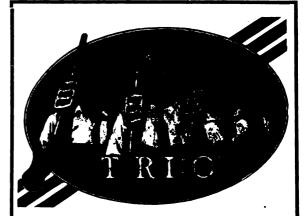


No. 1 Fire Pot. List Price Each \$27.20. Ask for Discount

It Pays to Buy the Best

Fire Pots and Torches—C. & L.—are the acknowledged best. They have stood the test for thirty years, and while we have spent thousands of dollars in perfecting our line, we have never experimented at the expense of the user. Ask any mechanic and he will tell you he could not afford to use any other at half the price—in fact, the user will soon save his cost in the saving of fuel alone. All leading jobbers will supply at factory price. Send for catalogue; it's free.

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The Favorite for Pipe Threading

PLUMBERS and other users like the TRIO DIE STOCK. It cuts smooth, clean threads. Three dies in one stock, always ready, always right. The Trio is light and compact and packs well in a kit. It's adjustable.

Send for folder.

Greenfield Tap and Die Corporation

Greenfield, Mass., U. S. A.

New York, 28 Warren Street Chicago, 13 South Clinton Street Canadian Plant: Wells Brothers Company of Canada, Limited, Galt, Ontario

OUR FRIENDS—AND OUR ENEMY

Teutonic propaganda in its constant effort to embroil us with our allies in the Far East and with our neighbors to north and south, has failed to achieve its aim. Even Prussian intrigue could not hide forever the truth that our enemy was not Britain, not Japan, but Germany herself.

It was the Prussian spirit of arrogance, embodied in a pig-headed German king, who spoke English only brokenly, against which we fought for freedom in 1776. Pitt and Fox and all the leaders of liberal England were opposed to the senseless war. Their opposition carried such weight that the King had to hire Germans to fight the Americans because enough British could not be got to enlist.

For a hundred years the long 4,000-mile border has stretched between us and Canada, undefended by a gun, a fort, a ship of war. If Canada had been a colony of the Kaiser, would we have slept so peacefully with no thought of danger? Or would the border have bristled with cannon? Would we not, against our will, have been forced to become a militaristic nation?

Our navy knew long before the European war broke out that the British fleet was a defense to us, the German one a menace. If the Geramns had possessed the greatest navy on earth is it supposable that the commerce of the open ports would have continued, the policy of a fair field to all? In such a case would the Prussian power have lined up side by side with ours to maintain the Monroe Doctrine, or would it have been the greatest danger to that policy? The German navy, ever since it became a ponderable power, has been a threat to the United States. It has been arrogant and bullying to us. The incidents at Samoa, at Haiti, at Venezuela, and at Manila Bay are guideposts to warn us against the sea domination of the Teuton.

During a long record of dealings with Japan and China the United States has shown no disposition whatever to despoil these countries or rob them of their rights. On the other hand, Germany has been the most ruthless menace to the "open door" in China, the one country most eager for a partition of China by means of

"spheres of influence."

When we look at the map of North America and read the story it tells us, we know how absurd it is for us to be duped by German propaganda about the designs of England upon When we look at the present map of Europe we know how foolish it would be to neglect the lesson it teaches. At last we have found out who are our friends—and who is our enemy.

Another important thing to bear in mind that the one man, in this country, who has done more to create suspicion of our allies, who has tried by threats and cajolery, and by praise of the administration to plunge us into trouble

with Japan and Mexico, is a New York publisher with a string of dailies and magazines.

In this country we are now awakening to the fact that whatever he advocates, to examine it twice or three times before lending an ear or assistance to any movement he endeavors to foster.

GET OUT OF YOUR CAGE

An old eagle that was kept in a cage sat day by day dully looking out at the people who stared at it. It made no friends, it had no interest in anything, it was just existing. People came every day and looked at that sleepy bird, and it batted its old eyes back at them. Nothing in life interested that old eagle. The sun.

the breezes, the sky meant nothing.

One day somebody left the cage-door open. That drowsy old bird had for years been saying, "My day is past. I shall never fly again." But out of the corner of his eyes that day he saw the cage-door open. He saw thru it the new old world beckoning. He opened his eyes wider. He gripped his perch with a new grip. The tips of his wings began to tingle. The old call of the heavens warmed his heart. stretched a wing, and it was all there. Then he stuck his head out of the cage-door. Those rusty old wings spread once more.

R-r-r-r-t!

With a glad scream he shot upward toward the sun. He became a speck in the sky. He was an eagle again.

The cage-door is open for every one of us. And we are eagles. It will do you good to get

out and take a look around.

Let us begin our resurrection this side of the grave.

Pat, whose regiment was in action, became quite overcome by fright and started on a run for the rear. An officer called on him to stop. shouting, "Stop, or I'll fire at you!"

Pat increased his speed. "Foire away!" he "Phwat's wan bullet to a bushel av yelled.

'em !''

No. 204 Turner Torch

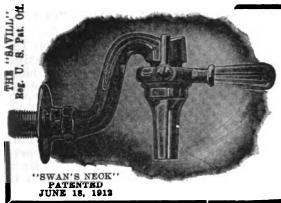


A strictly high grade torch sold under the maker's guarantee. If you want the best torshes on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.



The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Fance ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.

Opens to full stream and shuts off in fraction of a minute of "BAYILL" Faucets are a profitable and most satisfactory Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON, San Francisco, Cal., and Los Angeles, Cal.

HANG ON

The man who sticks has this lesson learned: Success doesn't come by chance—it's earned By pounding away; for good hard knocks Will make stepping stones of the stumbling blocks.

He knows in his heart that he cannot fail; That no ill fortune can make him quail While his will is strong and his courage high, For he's always good for another try.

He doesn't expect by a single stride To jump to the front; he is satisfied To do every day his level best, And let the future take care of the rest.

He doesn't believe he's held down by the boss— It's work and not favor, that "get's across." So his motto is this: "What another man Has been able to handle, I surely can."

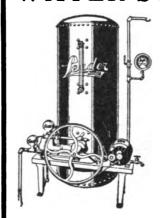
For the man who sticks has the sense to see He can make himself what he wants to be, If he'll off with his coat and pitch right in-Why, the man who sticks can't help but win!

"I dreamed last night that I proposed to a beautiful girl," he confided.

"And what did I say?" she queried breathlessly.



WATER SYSTEMS



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ANNUAL OUTING OF TACOMA MASTERS PLUMBERS' ASSOCIATION

A. M. Goddard, secretary of the Master Plumbers Association of Washington, has issued an invitation to the annual outing of the Tacoma Master Plumbers Association to be held August 9th, 10th and 11th in the heart of the Cascade Range.

The invitations we received are addressed to Mr. and Mrs. Hardware & Plumbing World in Goddard's most unique and fetching way.

You will make a reputation not by single great actions, but by a long succession of little useful ones.

The Wise Mechanic



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will now look well to his stock of C. & L. high-grade Fire Pots and Torches, and be ready to take care of all rush orders. In these strenuous days, there are many emergency orders for work that must be done quickly, and by using C. L. Fire Pots and Torches you can do your work quicker and better with a great big saving in fuel expense. All leading jobbers will supply at factory price. Send for catalog—it's free for catalog-it's free.

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WRITE FOR OUR ORDER BOOKS

PLUMBING AND HEATING SUPPLY CATALOGUE

The Van Camp Hardware & Iron Co. of Indianapolis, Ind., have issued a most attractive catalogue showing a complete line of plumbing and heating supplies, the catalogue consisting of almost 300 pages, every page of which is attractively printed in colors and giving valuable information.

The catalogue was issued under the direction of C. R. Swain, head of the advertising department, and is a tribute not only to Mr. Swain's ability, but to the institution with which he is identified.

It is a catalogue which should be in the hands of every merchant, dealer and plumber, and undoubtedly will be kept for reference by those who receive it.

We believe in the utmost conservation of food and fuel, in everything that contributes to the winning of the war. Our soldiers in France must not be deprived of the most nutritious food that can be served to them.

But while we are asking for the conservation of fuel and food, which we believe to be necessary, why is it that our government continues to overlook the vast amount of grain and sugar that is necessary to produce beer, as well as the coal that is necessary to keep these breweries going, and the men who are working in them?

How long will we continue to waste these things so vital and necessary to us and our Allies

Your wife and you are equal partners. Divide fair with her.



PUBLISHED MONTHLY BY HARDWARE WORLD PUBLISHING Co.

OFFICIAL ORGAN OF THE WESTERN TRADE

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August, 1918

Number 8

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN R. L. SHEARMAN :: Editor and Manager :: Associate Editor Entered as second-class matter at Portland, Oragon, under Act of Congress of March 8, 1879.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

				ATTELL C. LAIDED
AMMUNITION—		38 Colts Long 1.		SHELLS, LOADED—
	Smkls.	88 Colts Police Positive. 1.		Winchester Repeater or Remington
22 Short\$.15	\$	38 S. & W 1		U. M. C. Nitro Club-
82 Short	• • •	88 S. & W. Special 1.		12 3 drs. x 1 oz., 24 grs. x 1
82 S. & W	• • •	38 Winchester 1.	.65 2.05	oz., drop shot\$1.15
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44 W. C. F 1.50	•••	44 Bull Dog 1.		8 ½ drs. x 1½ oz., 26 grs. x
Shot Rim Fire		44 S. & W. Amer 1.		1 % oz., drop shot 1.15
22 Long	.60	44 S. & W. Rus 1		8 ½ drs. x 1 ½ oz., BB shot,
32 Long 1.05	• • •			drop shot
Shot Center Fire-		44 S. & W. Special 1.		8 1/4 drs. x Buck shot, drop shot 1.20
32 S. & W		44 Webley 1.		16 2% drs. x % oz., 22 grs. x
32 W. C. F 1.30	• • •	44 Winchester 1		% oz., drop shot 1.05 2 % drs. x % oz., BB Shot
38 S. & W 1.15	• • •	45 Colts 1.	.95 2 .10	drop shot
38 W. C. F 1.50	• • • •	45 Colts Auto	2 .50	drop shot
44 W. C. F 1.50	1.75	Center Fire Military		% oz., drop shot 1.05
44 X. L	1.80	and Sporting-		Winchester Leader or Remington U.
44 Game Getter 1.50	1.60		1.40	M. C. Arrow—
	1.00	22 Savage	1.40	12 8 ¼ drs. x 1 ½ oz., 26 grs. x
Rim Fire, Ball-		250-3000 Savage		1% os., chilled shot\$1.25
BB Caps		25-21 Stevens 1		3½ drs. x 1½ oz., 28 grs. x
CB Caps	.45	25-25 Stevens 1		1 % oz., chilled shot 1.80
22 Short	.80		1.20	16 2 % drs. x % oz., 22 grs. x
22 Short H. P			1.20	% oz., chilled shot 1.15
22 Long			1.20	20 2 4 drs. x % oz., chilled shot 1.15
22 Long H.P		25 Remington Rimless	1.20	2½ drs. x % ox., chilled shot 1.20
22 Long Rifle			1.85	Trap Loads—
22 Long Rifle H. P45	.45		1.85	12 8 drs. x 1 1/4 oz., 7 1/4 Chilled . \$1.25
22 W. R. F			1.85	8 % drs. x 1 % oz., 7 % Chilled 1.25
22 W. R. F., H. P55			1.85	Black Powder Loads—
22 Win. Auto	.55		2.05	12 8 % drs. x 1 % oz., drop shot 95e
22 Win. Auto, H. P	.60		1.85	Caps and Primers—
25 Short Stevens	• • •		1.85	Danamarian 00
25 Stevens			2.05	
32 Short		308 Savage	1.85	D-1 100 1- 1 05
82 Long	•••	32 Remington Rimless	1.85	Primers, 100 in box85
88 Short 1.00	•••	32-40 Winchester 1	.05 1.20	Empty Paper Shells-Black Pow
38 Long 1.00			1.85	12, 16, 20 Ga. per 100 1.50
41 Short 1.05	•••		2.45	10 Ga. per 100 1.65
Center Fire Pistol-			1.85	For Smokeless Powder, Repeater or
22 Win. SS 1.30	1.50		1.80	Nitro Club-
25 Colts Auto	1.85		1.55	12, 16, 20, 28 Ga. per
25-20 Single Shot 1.55		35 Winchester		100 1.80
25-20 Win 1.35	1.60		2.55	10 Ga. per 100 2.10
25-20 Win HV	1.75		2.85	Leader or Arrow-
7.68 MM-Mauser	3.15	38-55 Winchester Lead 1		12. 16. 20. 28 Ga 2.80
7.65 MM-Mauser	2.15		1.65	10 Ga. per 100 2.40
9 MM-Luger	2.80	38-56 Winchester 1	.80 1.55	Empty Brass Shells—
32 Colts Auto	1.85	40-60 Marlin 1	.35	Best Qual. 12, 16, 20,
82 Colts Short 1.00	1.10	40-60 Winchester 1	.85 1.55	28, Box 25 2.75
82 Colts Long 1.15	1.25	40-65 Winchester 1		and Chai. 12. 15. au.
82 Colts Police Positive. 1.15		40-70 Winchester 1		28, box 25 2.10
82 S. & W 1.00	1.10	40-72 Winchester 1	.40 1.65	Wads-
82 S. & W. Long 1.15	1.25	40-82 Winchester 1		Cardboard, box 25030
82-20 Marlin 1.40	1.80	401 Winchester Auto		Black Edge, Reg., box
82 Winchester 1.40	1.80	405 Winchester	2.30	250
82-20 Win HV	1.80	45-60 Winchester 1	.40	Black Edge, 14 in., 125
85 S. & W. Auto	1.55	45-70-405 Government 1		in box
88 Colts Auto	3.30	45.75 Winchester 1		Black Edge, ¼ in., 250
88 Colts Short 1.25	1.85	45-90 Winchester 1	.50 1. 6 5	in box
ADZES (UNHANDLED)—Carpent	ers. No 1	10. 4 White, \$8.25 AUGERS	Greenlee	Carpenters Nut, No. 57.
each; No. 80, 41/2 White, \$8.25	asch N	281 RL Sierra Si-		
\$2.75 ea.: No. 281. 4 Sierra. \$2.	75 as N	0. 281 414 Sierra. Fach		73 73 73 74 75 75 76 77 78 78 78 78 78 78 78 78 78 78 78 78

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ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, $8.25 each; No. 30, 4½ White, $8.25 each; No. 231, 8½ Sierra, $2.75 ea.; No. 231, 4 Sierra, $2.75 ea.; No. 231, 4 Sierra, $2.75 ea.; No. 231, 6 Sierra, $2.75 ea.; No. 231, 6 Sierra, $2.75 ea.; No. 231, 6 Sierra, $2.75 each. Railroad, No. 30 B, 5 White, $3.50 each; No. 30 B, 5 White, $3.50 each; No. 30 B, 5 White, $3.50 each; No. 44, 4 White, $3.85 each; No. 44, 4 White, $4.50 each; No. 45, 5 White, $4.50 each; No. 235, 4 Sierra, $3.50 each; No. 235, 4 Sierra, $3.50 each; No. 325, 4 Sierra, $3.50 each; No. 325, 4 Sierra, $3.50 each; No. 235, 4 Sierra, $3.50 each; No. 235, 4 Sierra, $3.50 each; No. 235, 4 Sierra, $3.50 each; No. 25, 50 Sierra, $3.50 each; No. 325, 4 Sierra, $3.50 each; No. 325, 4
          ANTIMONY-Slab, 450 lb.
          APRONS—Carpenters—California Leg. $1.50; No. 13 Long
Brown, $1.25; No. 2 Short Brown, 60c.
          ASBESTOS—
Mill Board, 85c lb.; Out, 40c lb.
Paper, 85c lb.; Out, 40c lb.
Wicking, 1/1-lb. balls, 80c each.
Wiching, 1-lb. leas, $1.50.
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mat, per sack 6.00

Greenlee Ship.					
16ths 8-10	11-12	18	14	15	16
60 each\$1.60	\$1.75	81.75	\$1.85	\$1.95	\$2.00
62 each 1.95	2.00	3.00	2.15	3.30	2.2
16ths 17	18	19	30	21	32
60 each\$2.15	\$2.25	82.80	\$2.40	82 .50	\$2.5
62 each 2.50	2.65	3.60	3.89	8.15	8.1
16ths 28	24	25	36	27	28
60 each\$2.85	88.00	88.80	88.45	88.75	84,10
62 each 8.50	8.60	3.65	3.75	4.10	44
16ths 29	80	81	82		
60 each\$4.40	84,70	85.00	\$5.85		
62 each 4.70	5.85	5.95	6.25		
AXES-Boys' Handled,	Rine W	ine 22	00 and	. Page	maker
\$1.90. Hunters, 670,	81 50	seh G	71 81	id aach	678
\$1.65 each. Boy Scout,	855 B	21 85 4	ach - 65	5 81 50	-ach
50 S (Sheaths), 50e e	ach D	on ble	it Unh	andled.	Dreed
naught, 8-4, \$2.75 each	Dread	nanght	R14-41	82.75	each
Dreadnaught, 4.5, \$2.7	5 each	Donh	a Rit	Handled	Tuf
Temper, 8-4, \$3.25 each	Tuff	Temper.	84.43	6. 88.35	each
.	•			.,	
(Contin	nged on	Page 10	98)		

\$1.25 \$1.85 \$1.65

84.00

88.00

\$2.00 2.25 22

83.65



 Size
 1½
 1%

 Each
 \$2.00
 \$2.85

 Greenlee Ship.

RETAIL SELLING PRICES-Continued.

L. & G. ENAMELED WALE-				
Oval Foot Baths.	150	Drinking Cups.	230 2.00	Covered Bake Pans.
0\$1.15 1 1.40	250	08	322 2.50 3131 1.30	Round Bake Pans.
2 1.65	45080	01030	2141 1.45	30\$.40
8 3 .00 4 3 .50	650 1.00 850 1.25	8	3181 3.00	80
Coffee Biggins.	1050 1. 50	10	2301 3.35	40
0 \$.8 0 01 \$ 5	1250 1.75 150160	11		60
00	3 50170	Pieced Cups. 30	Milk Kettles. 70\$.40	Bed or Douche Pans.
010 1.05 020 1.20	8501	35	71	Bed Pans.
080 1.80	Covered Buckets.	40	78	1\$8.00
040 1.45 050 1.60	6501\$1.05	Straight Cups.	74	Breed Pans.
Coffee Boilers.	8501 1.40 10501 1.75	6	76 1.05 81	3 \$.85
60\$1.10 70 1.25	13501 3.00	130	83	11
80 1.50	Rd. Dinner Buckets.	Miners' Cups.	88	18
90 1.80 100 3.50	080\$1.15 040 1.25	Measuring Cups.	86 1.05	Oblong Pans.
601 1.35	501 1.15	10\$.30	52	04
701 1.40 801 1.65	502 1.85 503 1.50	After Dinner Cups & Saucers.	58 1.05 54 1.35	01
901 3.10	Miners' Dinner	10\$.85	56 1.65	Sponge Cake Pans.
1001 2.75 Fish Boilers.	Buckets.	Oups & Saucers.	Lipped Reserving	200 \$.85
218\$4.00	10	100 8 .85	Kettles.	Oblong Stove Pans.
330 4.50 332 5.00	140\$1.75	400	16	200
2181 4.35	340 3.00	Ouspidors.	18	800
3201 4.75 3321 5.50	840 1.60 8401 1.65	10 \$.45	23	850
Ham Boilers.	Oval Dinner Buckets.	80	34	400
170	14	Flaring Cocoa Shaped Dippers.	26	450 1.05
175 8.00	41 1.80	161 3.35	80	475 1.15 500 1.25
Milk or Rice Boilers	Oblong Dinner	151	82 · · · · · · · · 1.05 84 · · · · · · · · 1.15	550 1.45
16 1.00	Buckets. \$1.65	Genuine Cocoa Shaped Dippers.	86 1.85	Square Stove Pans.
18 1.15 20 1.85	111 1.75	55\$.50	40 2.00	110\$.65
22 1.50	112 1.85 118 2.10	Oup Dippers.	Tea Kettles.	11375
34 1.75 36 2 .00	Aurora Dinner	9 3.35	20\$.75	11885
28 2.50	Buckets. \$1.65	11	40	115 1.15
86 8.00 141 1.00	776 1.90	Flaring Dippers.	50 1.00	116 1.25 118 1.40
161 1.10	875 1.90 876 2.15	011	60 1.15 70 1.25	Square Jelly Cake
181 1.25 201 1.40	Chambers.	012	80 1.50	Pans. \$.80
221 1.65	1	Windsor Dippers.	90 1.75 070 3. 00	10085
341 1.90 361 3.15	2	110	080 3.35	90
281 2.75 361 8.50	8	112	160 1.35	8
52 1.05	Chamber Covers.	Oblong Soap Dishes.	170 1.45	9
52 1/4 1.15 58 1.20	11/2	Wall Soap Dishes.	190 3.00	68
581/2 1.85	3	60\$.80	Deep Ledles.	69
54 1.50 56 2.00	Colanders.	060	90 3.20	Mountain Cake Pans.
58 2.50	1	Sink Drainers.	110	7880
521 1.15 521 ½ 1.25	875	40	91	80
581 1.85 581 ½ 1.50	104	Coffee Flasks.	101	Oval Dish Pans.
541 1.65	80670	Round Coffee Flasks.	121	18 1.75
561 2 .15 581 2 .75	407	110 \$.65	Soup Ladles.	33 3.00
Smls. Bowls.	1 \$.45	210	29\$.20 80	Dish Pans. 80 \$.95
9-10 \$.30	Covered Commodes.	01 \$.80	88	100 1.00
12·14	Odorless Commodes.	02	Graduated Measures.	140 1.15
1885	6	0440	(No Lip.)	210 1.55
20	Combinets.	05	011 \$.45	800 2.85 400 3.50
2450	40\$3.85	Fruit Jar Fillers.	Standard Measures.	10195
26	Pot Covers.	20 \$.25	02	141 1.05 171 1.35
80	43/2	Berlin Kettles.	08	Rinsing Pans.
Soup Bowls. 125\$.25	51/2	0865	05	08\$.85
Wash Bowls.	6	04	Jelly Moulds.	012 1.00
36\$.85	720	06	080\$.25	014 1.05 017 1.25
28	7 1/2	08 1.15 010 1.85	Children's Mugs.	Lipped Fry Pans.
82	81/2	012 1.65	8	80\$.80
86	9	08175	Chamber Pails.	82
Covered Buckets.	10	041	1\$1.40 2 1.50	88
19\$.85 2140	101/2	061 1.15	8 1.75	85
21 1/245	111/285	081 1.40	25 3.00	86
28	12	0121 1.85	80 2.85	49 8 .80
24	18	Convex Kettles. 212\$1.05	Water Pails. 110\$1,15	50
28 1.00	14	214 1.25	112 1.85	52
80 1.25 82 1.80	141/2	216 1.50 218 1.75	114 1.60	58
A.V	25 227,777,777	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		

RETAIL SELLING PRICES-Continued

Month Pans 10	85				
Multin Pans. 10	22	Lipped Sence Pans.	Soup Plates.	1450 1.60	
406			1 22 ··································		
408		18			812 9.00
409	777		Coffee Pote		51513.00
Corne Corn	409			08	82415.00
Corne Cake Pans 706	413			04	88618.90
100	Corn Cake Pans.	23		1 22	
The color of the	706\$.55			AA 180	10
Milk Pans Section Se					17 3.00
Milk Pans 20 30 45 55 55 55 55 55 55 5	172 11111111111111111111111111111111111		45	012 1.65	
00		Straight Sames Base		1 1 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	101 2.00
1			31 1/255		141 3.35
11					
Secondary Seco		450	1 222		ı
Second S	15	650 1.00	251		
Second S		Shallow Stew Pans.		0101 1.65	150 MOSSIEFS.
Second S		8		0121 1.85	180
800	22	4			200 4.20
Description	60				Grocers' Second
130					
S			045 1.30	218 1.75	
Padding Pans. 5	120	16 ······· 7 ·50		220 2.00	
100			051 1.00	232 3.50	1 2
Second S		20	0151 1.05	3131 1.30	
Molasses Pichers 0451 1.40 2181 2.00 50 1.00		32	0351 1.15		40
Solution Solution		Molasses Pitchers.	0451 1.40		50 1.00
Teal Potes			0551 1.55	3301 3.35	
Second S			l .		1 2 · · · · · · · · · · · · · · · · · ·
Solid Soli					1 72
Pus Pans. Pus Pans. 405	***			3	1 22
Pus Pans.				4	
1					
S	Due Dame		10	30 3.35	
So		40590	10	80 3.35	300 3 .35
Berlin Sauce Pans. 20	1\$.50 2\$.55	405	10	80 3.50 40 3.75	800 \$.85 800 1.10 Club Spittoons.
08	1\$.50 2	40590 406 1.00 . Water Pitchers.	10	30 3.55 30 3.50 40 2.75 Straight Saues Pots.	800 8.85 800 1.10 Club Spittoons. 100 \$1.25
08	1	405	10	30 3.55 30 3.50 40 3.75 Straight Saues Pots.	800\$.85 8001.10 Club Spittooms. 100\$1.25 Hotel Spittoons.
04	1\$.50 2\$5 3	405	10	30	\$00\$.85 \$00\$.1.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50
05 .85 .85 .85 .85 .85 .1.05 .401 .95 .024 .1.35 .1.20 .20 .801 .95 .026 .1.50 .1.50 .80 .20 .1.50 .1.	1\$.50 255 865 875 Berlin Sauce Pans. 03\$.55	405	10	30	\$00\$.85 8001.10 Olub Spittoons. 100\$1.35 Hotel Spittoons. 150\$2.50 Basting Spoons.
08	1	405 90 406 1.00 . Water Pitchers. 5 \$1.00 10 1.15 2025 070	10	30 3.85 30 3.60 40 2.75 Straight Saues Pots. 014 5.50 01665 01870 02085	\$00\$.85 8001.10 Club Spittoons. 100\$1.35 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15
Display Color Co	1	405	10	30 . 2.55 30 . 2.50 40 . 2.75 Straight Sause Pots. 014	300 3.85 800 1.10 Olub Spittoons. 100 \$1.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5
Oil Oil	1	405	10	30 . 3.55 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014	300 \$.85 800 1.10 Club Spittoons. 100 \$1.85 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 30
021	1	40590 406	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014	300 \$.85 800 1.10 Club Spittoons. 100 \$1.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$.15 12 20 14 20 16 20
Dinner Plates 1040 1.40 1.20 1.75 1.50	1	405	10	30 3.35 30 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 65 018 70 020	300 \$.85 800 1.10 Club Spittoons. 100 \$1.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 3 .15 1220 1420 1635
051 1.00 19 .\$ 25 1050 1.55 160 2.25 Tea Steepers. 061 1.15 20 .80 2000 1.00 801 2.75 3 .50	1	405	10	30 . 3.55 30 . 2.50 40 . 2.75 Straight Sause Pots. 014 . 5.50 01655 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 3.00 030 . 2.25 083 . 2.50 80 . 1.25	300
1.15	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 028 . 2.50 030 . 2.55 080 . 1.25 1.50 0 . 1.55	300 \$.85 800 1.10 Club Spittoons. 100 \$1.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 3 .15 1220 1420 1635 Steamers. 7 \$1.15 8 1.35
081 1.40 21 .85 2010 1.10 801 1.40 3	1	405	10	30 . 3.85 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014	300
Ol31 1.85 Pie Plates. 2030 1.85 1201 2.00 Handy Strainers. Comb. Dbl Sauce Pans. 28 .20 2040 1.45 2001 3.50 1601 3.50 1.60 \$.15 1 .1.50 .20	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Saues Pots. 014	300 \$.85 300 \$.85 300 \$1.0 Club Spittoons. 100 \$2.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 16 \$15 12 \$20 14 \$20 15 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers.
Comb. Dbl Sauce 27 \$.20 2040 1.45 1601 2.50 140 \$.15 Pans. \$1.50 30 .80 20 2050 1.65 2001 8.00 3.00 \$.15 1 1.75 31 .85 85 707 1.50 706 \$.15 9.00 \$.80 Pans. 40 .80 820 1.40 708 2.00 \$.80 \$.80 Comb. Triple Bauce Pans. 40 .80 820 1.40 708 2.00 \$.80 101 3.50 41 8.25 1420 1.25 708 2.00 \$.80 Sauce Pans. 47 2.25 1830 1.90 7081 1.50 14 30 163 5.51 48 .25 1820 1.90 7081 2.25 Female Urinals. 163 .60 49 .80 650 1.55 80up Stock Pats. 15 15	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sause Pots. 014	300
Pans. 25 20 2050 1.65 2001 8.00 Gravy Strainers. 1 \$1.50 \$1.50 \$0 .80 Fireless Cooker Pots Covered Stove Pots. \$1.25 \$1.25 \$1.25 \$1.25 \$1.25 \$1.25 \$1.25 \$1.25 \$1.25 \$1.50 \$1.25	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 01870 02085 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.05 030 . 2.25 080 . 1.25 100 . 1.75 160 . 3.25 300 . 2.75 801 . 1.40	300
1	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sause Pots. 014 . 8.50 016	300 \$.85 300 \$.85 300 \$1.10 Club Spittoons. 100 \$2.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$20 14 \$20 16 \$20 18 \$35 Steamera. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers.
11	1	405	10	30 . 3.85 30 . 2.50 40 . 2.75 Straight Sause Pots. 014 . \$.50 01665 01870 02085 022 . 1.00 024 . 1.85 026 . 1.50 030 . 2.25 033 . 2.50 030 . 1.25 100 . 1.50 120 . 1.75 160 . 3.25 300 . 2.75 300 . 2.75 301 . 1.40 1001 . 1.75 1201 . 2.00	300
Comb. Triple Sauce Pans. 89 .25 620 1.55 708 2.00 Cake Turners. 10 \$2.25 41 .85 1420 1.25 709 3.50 Cake Turners. 15 Sauce Pans. 47 \$.25 1820 1.60 7071 1.75 14 30 163 \$.55 48 .25 450 1.15 7081 2.25 Female Urinals. 163 .60 49 .20 650 1.55 Soup Stock Pyts. 1 20 1.85 1 1 2.25 1 30 1 1 2.25 1 30 1 1 30 1 1 30 1 1 30 1 1 30 1 1 1 30 1 1 30 1 1 30 1 1 30 1 30 1 30 1 30 1 30 1 30 1 30 <td>1</td> <td>405</td> <td>10</td> <td>30 3.35 30 3.25 30 3.25 30 3.75 Straight Sause Pots. 014 . \$.50 01665 01870 02035 022 . 1.00 024 . 1.35 026 . 1.50 030 2.25 033 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 8.00</td> <td>300</td>	1	405	10	30 3.35 30 3.25 30 3.25 30 3.75 Straight Sause Pots. 014 . \$.50 01665 01870 02035 022 . 1.00 024 . 1.35 026 . 1.50 030 2.25 033 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 8.00	300
Pans. 40 30 820 1.40 709 2.50 Cake Turners. 101 2.50 1.50 1.420 1.25 7061 1.50 18 Sauce Pans. 47 2.55 1830 1.90 7081 2.35 18 163 5.55 48 25 450 1.15 7091 2.75 16 163 60 49 2.00 1.15 7091 2.75 100 100 164 70 50 80 850 1.85 212 84.50 Male Urinals. 2 31.35	1	405	10	30 . 3.35 30 . 3.60 40 . 3.75 Straight Sause Pots. 014 . \$.50 01655 01870 02035 022 . 1.00 024 . 1.25 025 . 1.50 028 . 2.00 030 . 2.25 033 . 2.50 030 . 1.25 100 . 1.50 120 . 1.75 160 . 3.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1501 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50 2001 . 3.50	300 \$.85 300 \$.85 300 \$1.10 Olub Spittoons. 100 \$2.35 Hotel Spittoons. 22.50 Basting Spoons. 10 \$2.50 14 \$20 16 \$20 16 \$25 Steamers. 7 \$1.15 8 \$1.85 9 \$50 Tea Steepers. 2 \$50 8 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$85 Jelly Strainers.
101	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sause Pots. 014	300 \$.85 300 \$.85 300 \$1.10 Olub Spittoons. 100 \$2.35 Hotel Spittoons. 22.50 Basting Spoons. 10 \$2.50 14 \$20 16 \$20 16 \$25 Steamers. 7 \$1.15 8 \$1.85 9 \$50 Tea Steepers. 2 \$50 8 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$85 Jelly Strainers.
Sauce Pans. 47 \$.25 1820 1.90 7071 1.75 1.75 Female Urinals. 163 \$.55 48 .25 450 1.15 7091 2.75 1 2.70 1 163 .60 49 .80 650 1.55 8oup Stock Pres. 1 2.70 1 2.70 Male Urinals. 164 .70 50 .80 850 1.85 212 45.00 Male Urinals.	1	405	10	30 3.35 30 3.50 40 2.75 80 3.75 Straight Sause Pots. 014 .50 016 .55 018 .70 020 .35 022 1.00 024 1.25 026 1.50 028 3.00 030 2.25 083 3.50 120 1.75 160 3.25 200 2.75 801 1.40 1001 1.75 1201 2.50 2001 3.50 2001 3.50 2001 3.50 2001 3.50 2001 1.75 160 3.25 200 3.75 801 1.40 1001 1.75 1201 2.50 0001 5.50 0001 5.50 0001 5.50 0001 5.50 0001 5.50 0001 5.50 0001 5.50 0001 5.50	300 \$.85 300 \$.85 300 \$.10 Club Spittoons. 100 \$2.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$.15 12
163	1	405	10	30 . 3.35 30 . 2.50 40 . 2.75 Straight Sause Pots. 014	300 \$.85 300 \$.85 300 1.10 Oliv Spittoons. 100 \$.2.50 Hotel Spittoons. 22.50 Basting Spoons. 10 \$.15 1220 1420 1620 1835 Steamers. 7 \$.1.15 8 \$.15 9 \$.15 2 \$.50 Tea Steepers. 2 \$.50 S \$.55 Handy Strainers. 140 \$.15 Gravy Strainers. 140 \$.15 Gravy Strainers. 2 \$.85 Jelly Strainers. 3 \$.85 Oake Turners. 18 \$.15
168	1	405	10	30 . 3.35 30 . 3.50 40 . 3.75 Straight Sause Pots. 014 . \$.50 01655 01870 02035 022 . 1.00 024 . 1.25 025 . 1.50 038 . 2.00 080 . 2.25 083 . 2.50 080 . 1.75 160 . 3.25 200 . 1.75 160 . 3.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 3.50 2001 . 8.00 Covered Stove Pots. 706 . 3.50 707 . 1.50 708 . 2.00 709 . 3.50 7061 . 1.50	300
164	1	405	10	30	300 \$.85 300 \$.85 300 \$.10 Club Spittoons. 100 \$2.35 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$.15 12
4	1	405	10	30 3.35 30 3.25 30 3.50 40 2.75 Straight Sause Pots. 014	300 \$.85 300 \$.85 300 1.10 Club Spittoons. 100 \$.25 Hotel Spittoons. 22.50 Basting Spoons. 10 \$.15 12
	1	405	10	30 . 3.85 30 . 2.50 40 . 2.75 Straight Saues Pots. 014	300 \$.85 300 \$.85 300 \$1.10 Olub Spittoons. 100 \$2.50 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$20 14 \$20 16 \$30 16 \$35 Steamers. 7 \$1.15 8 \$1.50 Tea Steepers. 2 \$50 8 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 3 \$35 Jelly Strainers.

(Continued from Page 161)

Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3-4, \$3.00 each; Blue Wing, 3-4, \$2.75 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3-4, \$2.50 each; Cluebird, 3-5, \$2.50 each; Bluebird, 4-5, Bluebird, 4-5, Bluebird, 3-5, Bluebird, 4-5, Bluebird, 3-5, Bluebird, 3-5, Bluebird, 3-5, Bluebird, 3-6, Bluebir (Continued from Page 161)

BABBITT—Frictionless, 35c lb.; Magnolis, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

ARX Nicesed, \$1.40 ib.

ARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—% x 18, 50c each; Goose Neck No. 3659—% x 24, 75c each; Goose Neck No. 3662—% x 24, 90c each. BARS-

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-6, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$3.00 each; No. 1662, \$3.35 each. Ever Ready same price as Columbia.

BIBBS-Compression-

IBBS—Compression—

Plain 1112—½-inch Bough, \$1.00 each; %-inch, \$1.25 each; %-inch, \$1.65 each; 1-inch, \$3.25 each.

112—½-inch Finished, \$1.25 each; %-inch, \$1.50 each; %-inch, \$2.00 each; 1-inch, \$3.65 each.

0112—½-inch Nickel-plated, \$1.40, each; %-inch, \$1.65 each; %-inch, \$2.25 each; 1-inch, \$4.00 each; %-inch, \$1.65 each; ½-inch Rough, \$1.10 each; %-inch, \$1.40 each; %-inch, \$1.75 each; 1-inch, \$3.00 each; 1%-inch, \$6.00 each, 1½-inch, \$1.05 each; 1-inch, \$6.00 each.

113—½-inch Finished, \$1.85 each; %-inch, \$1.65 each; %-inch, \$2.25 each; 1-inch, \$4.00 each.

0113—½-inch Nickel-plated, \$1.60 each; %-inch, \$1.85 each; %-inch, \$2.50 each. BITS—Auger Size 16ths. 8 81—List. 4-8 9-10 10-12 18-14 14-16 18 20 Doz.... Sell. 6.00 5.00 6.00 7.00 8.25 9.50 12.00 14.00 Each... DO—List. .45 .40 .45 .50 .75 .90 1.10 1.20 100—List.
Doz.... 6.00 5.00 6.00 7.00 100—Sell. 8.25 9.50 13.00 14.00 Each45 .40 .45 .50 .75 .90 1.10 1.20 101-List. Doz.... 101—Sell. ... 5.00 6.00 7.00 8.25 Each . . .



.40

...

.45

.50

.75

RETAIL SELLING PRICES—Continued

RETAIL SELLING	PRICES—Continued
Size 16ths. 8 4-6 7 8 9 10 11-12 18-14	BOLTS-
85—List. Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.00	Common Carriage—8-16 & 1/4-in, 5-16-in, 1/4-in, 1/4-in, Dos. 100 Dos. 100 Dos. 100 Dos. 100
85—Sell.	1-1½20 1.00 .25 1.40 .80 1.90 .55 8.72 220 1.10 .25 1.52 .80 2.06 .55 8.72
Each80 .25 .30 .85 .40 .45 .50 .60 Size 16ths	21/420 1.20 .80 1.64 .85 2.22 .60 8.87
85—List. Doz 9.00 10.50 12.00 18.50 15.00	820 1.80 .80 1.76 .85 2.38 .60 4.02 8½25 1.40 .80 1.88 .40 2.54 .65 4.85
35—Sell.	425 1.50 .80 2.00 .40 2.70 .70 4.67
Each	4 1/425 1.60 .85 2.12 .45 2.86 .75 5.00 525 1.70 .85 2.24 .45 3.02 .80 5.80
47List.	5½80 1.80 .40 2.86 .50 8.18 .85 5.62
Doz 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50 47—Sell.	6
Each45 .65 .75 .90 .95 1.00 1.10 1.15	7
47—List.	840 3.05 .50 8.87 .65 4.54 1.05 7.20
Doz19.00 20.50 22.09 47—Sell.	8 1/255 8.51 .70 4.72 1.10 7.87 955 8.65 .75 4.90 1.15 7.54
Each 1.20 1.80 1.40	9 1/260 8.79 .80 5.08 1.20 8.02
Size 16ths. 5-8 9 10 11 12 13 14 15 53—List.	1060 8.92 .80 5.27 1.25 8.50
Doz11.25 12.50 18.75 15.60 16.25 17.50 19.00 20.50	BOLTS—
53—Sell. Each 1.35 1.50 1.65 1.80 1.90 1.95 2.85 2.45	Machine Square Head and Nut— '4in. 5-16-in. %-in. 7-16-in.
Solid Center, in Sets—111 ¼, \$1.60 set; 15, \$8.55 set; 26,	Doz. 100 Doz. 100 Doz. 100 Doz. 100
Irwin, in Sets—53, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. Russell Jennings, in Sets—4520½, \$4.90 set; 4582½,	1-1½25 1.70 .30 2.00 .35 2.40 .40 2.86 ½-in. %-in. %-in.
Russell Jennings, in Sets-4520½, \$4.90 set; 4532½, 4532½, 5.10 set.	.60 3.68 .80 5.3 0 1.20 7.85
BELLS-Kentucky Cow-No. 0, \$1.00 each; No. 1, 85c each;	¼-in. 5-16-in. ½-in. 7-16-in. 225 1.78 .30 2.12 .35 2.56 .45 3.06
No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.	⅓-in. %-in. %-in.
BELLS—2 1/2 inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c	.65 3.73 .85 5.69 1.30 8.42 1/4-in. 5-16-in. 1/4-in. 7-16-in.
each.	2½30 1.86 .35 2.24 .40 2.72 .50 3.27
BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in.,	⅓-in %-in. %-in.
65e; 14-in., 75c.	.70 4.10 .90 5.89 1.40 8.99 1/4-in. 5-16-in. %-in. 7-16-in.
BLOCKS—Wood Tackle. Com. Com. Com. Pat. Pat. Pat.	880 1.94 .85 2.86 .40 2.88 .55 3.47
Sngl. Dbl. Triple Sngl. Dbl. Trpl.	¼-in. %-in. ½-in. .70 4.47 .95 6.08 1.45 9.55
	¼-in. 5-16-in. %-in. 7-16-in.
4-inch95 1.75 2.85 1.30 2.50 8.60 5-inch100 1.90 2.50 1.40 2.80 8.85 6-inch 1.20 2.20 8.20 1.65 3.15 4.85	81/430 2.02 .40 2.48 .45 8.04 .55 8.67 1/4-in. %-in. %-in.
7-inch 1.45 2.65 8.85 1.65 8.65 5.50	.75 4,78 1.05 6.66 1.55 10.10
8-inch 1.80 8.10 4.65 2.50 4.50 6.60 10-inch 3.00 4.90 6.85 8.85 6.60 9.85	%-in. 5-16-in. %-in. 7-16-in. 430 2.10 .40 2.60 .45 8.20 .60 8.88
12-inch 4.85 8.25 11.70 5.80 10.00 14.50	%-in. %-in. %-in.
BLOCKS—Steel Tackle Size Single Deuble	.80 5.00 1.10 7.24 1.60 10.66 14in. 5-16-in. %-in. 7-16-in.
8-inch\$.90 \$1.50	41435 2.20 .45 2.75 .50 3.40 .65 4.08
4-inch	¼-in. %-in. .85 5.26 1.15 7.62 1.70 11.22
6-inch	%-in. 5-16-in. %-in. 7-16-in.
10-inch 8.00 5.00	535 2.80 .45 2.90 .50 3.59 .70 .428 ½-in. ½-in. %-in.
BLOCKS—Wood Snatch.	.85 5.58 1.20 8.01 1.80 11.78
8-inch	%-in. 5-16-in. %-in. 7-16-in. 51/240 2.89 .50 8.02 .55 3.75 .70 4.49
	1/4-in. 5/4-in. 1/4-in.
BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BOARDS, IRONING—	.90 5.80 1.25 8.40 1.90 12.84 %-in. 5-16-in. %-in. 7-16-in.
BOARDS, IRONING-	640 2.47 .50 8.14 .60 8.91 .75 4.70
\$2.00 each; No. 10, Springer, 60x15 in. sleeve board.	¼-in. %-in. .95 6.06 1.80 8.79 1.95 13.90
\$3.00 each; No. 20, Springer, 54x13 in. sleeve board,	%-in. 5-16-in. %-in. 7-16-in.
With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$3.00 each; No. 20, Springer, 54x13 in. sleeve board, \$2.75 each; No. 80, Springer, 54x13 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board,	6½
\$2.00 each. Without Table (Skirt Boards)—4 foot, 75c each; 5 feet,	1.00 6.88 1.40 9.17 2.10 18.46
\$1.00 each; 5 % foot, \$1.25 each; 6 foot, \$1.50 each.	%-in. 5-16-in. %-in. 7-16-in. 7
BOARDS, STOVE— Paper Lined—No. 45—18x18, 80c each; 34x34, 90c each;	⅓-in. %-in. %-in.
26x26, \$1.00 each; 28x28, \$1.15 each; 80x80, \$1.85 each; 82x82, \$1.75 each; 86x36, \$2.00 each. No. 125—34x86,	1.00 6.59 1.45 9.56 2.20 14.03 1/4-in. 5-16-in. %-in. 7-16-in.
91 KO eseh: 9KTRO 31.60 eseh: 3KTR4. 31.75 eseb: 5UTSO.	8
\$2.00 each; 32x42, \$3.50 each. No. 200—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.15 each; 28x28,	%-in. %-in. %-in. 1.10 7.13 1.60 10.84 2.85 15.15
each; 24x24, \$1.00 each; 26x26, \$1.15 each; 28x28, \$1.25 each; 80x30, \$1.50 each; 82x32, \$1.75 each; 86x86, \$2.25 each.	¼-in. 5-16-in. %-in. 7-16-in.
Wood Lined-No. 80-24x24, \$1.50 each; 26x26, \$1.75	9
each; 28x28, \$2.00 each; 30x80, \$2.40 each; 88x88, \$3.00 each; 36x86, \$8.50 each. No. 90—24x86, \$2.00 each;	
26x82, \$2.00 each; 28x84, \$2.50 each; 30x38, \$8.00	¼·in. 5-16-in. ¾·in. 7-16-in.
each; 82x42, \$8.50 each. For future delivery, D\4\% from above prices. BOARDS, WASH—Toy No. 815, 25c each; Single Zinc No. 820, 45c each; 980, 55c each; 983, 45c each; Double Zinc No. 934, 80c each; Brass No. 801, 95c each; Blue Enamel, No. 964, 75c each; Glass No. 963, 70c each.	%-in. %-in. %-in.
BOARDS, WASH-Toy No. 815, 25c each; Single Zine No. 820,	1.20 8.18 1.85 11.89 2.65 17.40 ½-in. 5-16-in. %-in. 7-16-in.
934, 80c each; Brass No. 801, 95c each; Blue Enamel, No.	11
BOULD-	1.80 8.71 1.95 12.67 2.80 18.51
Carriage— Contractors. Retail, by dos. Small	¼-ia. 5-16-ia. ¾-ia. 7-16-ia. 12
LargePlus 35% Plus 86%	⅓-in. %-in. %-in.
Machine—Small	18
Large	14
Stud	16LVS 11.36 8.80 30.54 8.80 24.19

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum. Thermos. Universal.	Floor or Garage
10\$1.75 61 \$1.75	1285 220 2.15 14 1.10 224 2.70
10q 2.75 62 2.75 11 2.00 21 2.00	16 1.10 224 2.70 16 1.85 812 1.20
11q 3.35 22 8.25	112 1.40 814 1.40
14	114 1.65 816 1.65
14q 3.50 72 8.50 15 1/2 2.75 91 8.00	116 1.80 614 8.75 214 1.20 616 4.50
15½ 2.75 91 8.00 15 8.00 92 4.50	214 1.20 616 4.50 216 1.65 618 5.25
15q 4.50 81 8.25	218 1.90
6 8.25 83 5.00	Hand or Nail
6q 5.00	Daisy
Fillers—Thermos and Universal.	Horse
34 Pint\$1.25	Collie
1 Pint 1.50	Hound
1 Quart	
891 & 895\$8.00 810 \$8.25	Spaniel .85 78 P .50 St. Bernard 1.00 800 .60
892 & 896	St. Bernard 1.00 800
898 & 897	Kalsomine
894 & 898 4.35	240 1.50
BRACKETS—Shelf—	Marking
Japanned— Pair B. P.— Pair 8x 4 \$.20 8x 4 \$.85	1
4x 5	3
5x 780 5x 7	.15
6x 8	Paint 151, 21,
7x 9	151, 8
10x1265 10x12 1.00	
12x14 1.00 12x14 1.35	151, 8 ½
16x18 2.25 N.P. & O.C. same as B.P.	103, 4 1.60
BRACES— 811 911 928 945 956	2.00
	155, 414
6 \$3.85 \$2.25 \$3.85	159, 2 1/250 228, 4 1/2 2.60
10 0.50 8.00 2.50 91.15 9 .55	159, 8
12 8.75 8.25 8.00 8.00 1.00	Roofing
14 4.25 8.75 8.25 16 4.50 4.50	401 1.25 404 1,50
16 4.50 998 921 955	Sash
8 8.00 8.00	20, 2
10 4.15 8.25 1.50	20, 4
12 8.50 1.65 8008 8010 8012 8014	Alligator
PS&W\$3.00 \$8.25 \$8.50 \$8.75	Bird 10 Mouse 15
	Boston
BOXES—Mitre—	Cat
Goodell— Each Stanley— Each 285\$17.25 50 ½\$ 8.50	Cruiser
285\$17.25 50 ½\$ 8.50 805	Gem
806 20.00 858 20.00	Goose
460 25.00	Hub
Langdon—Star—	Shoe
72	00
74 20.50 Stearn's Perfection-	2
75\$ 8.25	21
BRADS-Wire. Bulk per lb. 4-lb. pkgs. 4-lb. pkgs.	Sink
	Magic
1/4 & 1/4 inch \$.80 \$.15 \$.10 1/4 to 1/4 inch20 .15 .10	Owl
1 % to 2 inch	Shaving
BRASS-Sheet-Soft, per lb., 90c; Half Hard, 85c; Sign, 80c;	124
Spring, \$1.10.	125
	126
BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$8.25 each.	222
	250
BRIGHT WIRE GOODS-	252
Gate Hooks and Eyes— 1 4 2 2 4 8 3 4 4 6	260
1 1/2 2 2 1/2 8 8 1/2 4 6 40 Doz20 .25 .30 .40 .45 .55 .85	810
1040 Doz85 1.10 1.25 1.65 2.00 2.25 8.50	Stencil
BROOMS- Household	408, 4
Total	
0 Toy\$.20 Pima\$1.50	Window
00 Toy80 Navajo 1.80	00
Aztec 1.00 Warehouse 1.85	3
Cortez 1.10 10 1.20 Verde 1.25 229 65	1510, Squeegee 80
Verde	BUCKETS-
Apache 1.25	Common Galv. Each Stock— Each
Push or Street	<u>8</u> ·····. 3 ··· 4 ··· 3
	1050 16 1.00 1260 18 1.15
116 B 1.40 253 1.50	1465 20 1.25
120 90 254 1.79	16
121	Gardage Galv. Each 10 Qt
122 1.20 258 1.40 123 1.85 260 1.60	00
BRUSHES— Casting	03 2.25 Short ear \$.85
	Strap ear
No. or Brand Each No. or Brand Each 2	CANS-Garbage-15, \$8.50; 16, \$4.00; 18, \$4.50; 20, \$5.00.
8	CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85e; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.
3	with raucet, \$1.50; 5 Gal. with spout, \$1.25.
Counter or Dusting	CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.85.
45 60 20 90	CAPS—Roofing. Per lb., 20c.
17	CARBORUNDUM—Crain, per lb., bulk, 50c.

RETAIL SELLING PRICES-Continued.

CATCHES— Oupboard	
No. or Brand Each No. or Brand Each	\$2.50 each; 1-inch, \$2.75 each; 1\(\frac{1}{2}\)-inch, \$8.00 each. P. S. and W. Firmer, No. 100 Plain, \(\frac{1}{2}\). \(\frac{1}{2}\)-inch, 60c each.
024	P. S. and W., Firmer, No. 100 Plain, 1/4 inch, 60c each; 1/4 inch, 65c each; 1/4 inch, 65c each; 1/4 inch, 85c each; 1/4 inch, 85c each; 1/4 inch, 95c each; 1/4 inch,
829, R, RA, E	inch, \$1.05 each; 2-inch, \$1.15 each.
4102, SR, SHA, RF, E .10 9400, SHA, E	inch, \$1.05 each; 2-inch, \$1.15 each. 15 Beveled, %, %-inch, 75c each; %-inch, 85c each; %-inch, 90c each; 7-inch, 95c each; 1-inch, \$1.00 each;
Elbow	inch, \$1.05 each; 1 % inch, \$1.15 each; 1 % inch, \$1.20 each;
10	2-inch, \$1.35 each. P. S. and W., Firmer (sets)—No. 116, 6, 14 to 2 Plain,
Fores	2 Revel \$8.50 set: 182 12 14 to 2 Revel \$19.00 set
85 F	P. S. and W., Framing—No. 30, %, %-inch, 85c each; %-inch, 90c each; %-inch, \$1.00 each; %-inch, \$1.05 each;
French Window	1,10cm, 41,10 decm, 1,20,10cm, 91,00 aecu; 1,40,10cm, 91,00
2108	each: 1 % -inch, \$1.50 each: 2-inch \$1.65 each
Friction Cabinet	P. S. and W. Pocket—No. 91, 14, 14 inch, 75c each; 14 inch, 80c each; 14 inch, 85c each; 15 inch, 90c each; 1-inch, 15c each; 14 inch, 16c, 174 inch, 18.05 each; 114 inch, 18.05 each; 115 inch, 18.05 each; 115 inch, 115 each;
01820 %, EA15 01820 %, SHA, E20	\$1.15 each; 2-inch, \$1.25 each; 1%-inch, \$1.25 each; 1%-inch, \$1.25 each; 2.45 each; 2.4
Screen 21	P. S. and W., Slicks—No. 175, 2½-inch, \$3.35 each; 3-inch, \$3.75 each; 8½-inch, \$4.25 each; 4-inch, \$5.00 each.
J 25 25 M 25	CHOPPERS-Meat and Food-
Show Case 1	Universal—
Transom	1
8278 4	2
4433, SHA, E80 4638, SHA, KF, E60	OHURNS-Barrel, No. 0, \$6.00 each; 1, \$7.00 each; 2, \$7.75
4438 ½, R, EA, KF25 8433, EA	each; 3, \$8.50 each; 4, \$11.00 each; 5, \$12.50 each. Dash-Glass, Dazey (Churns), No. 10, \$1.50; 20, \$2.00; 80, \$2.85;
4488 %, R, EA 25 8488 %, EA	40, \$8.20. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 80, \$1.05; 40, \$1.80.
4442, R. EA25 844214, EA	Tin, without Dasher, 11/2-gallon, \$1.50 each; 2-gallon, \$1.55
4442, SHA, KF, E 30 8442 ½, SHA, E65 4442 ½, R, EA25	each: 8-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each.
CHAINS— Tire—Weeds'	Dashers only, No. 40, 20c each.
Size Pair Size Pair 2½x28	OLAMPS—Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80
2½x30 8.75 4½x82 7.00	each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00
8 x28 4.00 4½x38 7.50 8 x30 4.50 4½x84 7.50	eacn; 54, \$2.55 eacn; 55, \$8.50 each.
8 x82 5.00 4½x35 8.00 8 x84 5.50 4½x36 8.50	Quilt Frame, No. 1, 10c each; 8, 15c each; 32, 10c each; 38, 15c each.
8 x86 6.00 4½x37 8.75	CLEANERS—Window—
3½x28 4.50 4½x88 9.50 8½x30 5.00 4½x4011.00	Rubber— Wood Floor— 10-inch\$.25 16-inch\$.40 14-inch\$.40
8 1/4 x 82 5.50 5 x 84 8.50 8 1/4 x 84 6.00 5 x 85 9.00	12-inch30 18-inch45 16-inch50 14-inch85
8¼x86 6.50 5 x86 9.00	CLEVISES-Malleable, 15c lb.
	CDE VIGEO ALBIGADIO, 100 ID.
4 x80 5.50 5 x87 9.75 4 x81 6.00 5 x88 10.50	OLIPS-Wire Rope "Bulldog" -8-16 to % inc. each 15e:
4 x82 6.00 5 x89	OLIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15e; %, 15c; %, 20e; %, 80e; %, 85e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89	OLIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15c; %, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c. OLIPPERS—Bolt— New Easy— Rytra Cutters
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x488 12.00 4 x85 7.50 5 x47 18.00 4 x85 7.50 5 x48 11.00	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15c; %, 20e; %, 80e; %, 85e; 1·in., 45e. CLIPPERS—Bolt—New Easy—No. 0 Extra Cutters No. 0 \$8.50 No. 1 4.50
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5½/x86 12.00 4 x85 7.50 5½/x87 18.00 4 x86 7.50 5½/x88 14.00 4 x87 8.00 6 x88 14.00	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15c; %, 20e; %, 80e; %, 85e; 1·in., 45e. CLIPPERS—Bolt—New Easy—No. 0 Extra Cutters No. 0 \$8.50 No. 1 4.50
4 x32 6.00 5 x39 11.25 4 x38 6.50 5 x40 12.00 4 x34 7.00 5½x36 12.00 4 x35 7.50 5½x37 13.00 4 x36 7.50 5½x38 14.00 4 x37 8.00 6 x38 14.00 4 x40 10.00 6 x40 15.00	CLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15c; %, 20e; %, 80e; %, 85e; 1·in., 45e. CLIPPERS—Bolt—New Easy—No. 0 No. 0 \$3.50 No. 1 4.50 No. 1 4.50 No. 2 6.25 No. 3 8.00 No. 8 3.75
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x85 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 x6 ft.; 4-0, 11c ft.; 8-0, 8 x6 ft.; 2-0,	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 15e; %, 20e; %, 30e; %, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x37 18.00 4 x86 7.50 5 x37 18.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)—	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 15e; %, 20e; %, 30e; %, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 6 x88 14.00 6 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 x6 ft.; 4-0, 11c ft.; 8-0, 8 x6 ft.; 2-0, 8c ft.; 0, 7 x6 ft.; 1, 6 x6 ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4. 27c ft.;	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 15e; %, 20e; %, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5½x88 12.00 4 x85 7.50 5½x87 18.00 4 x86 7.50 5½x88 14.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12½c ft.; 4-0, 11c ft.; 8-0, 8½c ft.; 2-0, 8c ft.; 0, 7½c ft.; 1, 6½c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft.	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 30e; %, 80e; %, 85e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x87 18.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 x e ft.; 4-0, 11c ft.; 8-0, 8 x e ft.; 2-0, 8c ft.; 0, 7 x c ft.; 1, 6 x c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; 3, 22c ft.; 7-16, 20c ft.; 4, 18c ft.; 5, 18c ft.; 3, 18c ft.; 4, 28c ft.; 7-16 plack, 33c ft.; 4, 28c ft.; 7-16 proof Twisted Link (coil)—3-16 Black, 33c ft.; 4, 28c ft.; 6.	OLIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; %, 15e; %, 20e; %, 80e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.25 No. 2 \$2.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\\(x\)x86 12.00 4 x85 7.50 5\\(\frac{1}{2}\)x86 12.00 4 x85 7.50 5\\(\frac{1}{2}\)x86 12.00 4 x86 7.50 5\\(\frac{1}{2}\)x86 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)— 6.0, 15c ft.; 5.0, 12\\(\frac{1}{2}\)c ft.; 4.0, 11c ft.; 8.0, 8\\(\frac{1}{2}\)c ft.; 2.0, 8c ft.; 0, 7\\(\frac{1}{2}\)c ft.; 1, 6\\(\frac{1}{2}\)c, ft.; 2, 6c ft. Passing Link (coil)—4.0, 18c ft.; 3.0, 12c ft.; 2.0, 11c ft. Proof Straight Link (coil)—3.16 Black, 32c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 18c ft.; 7.16, 20c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 25c ft.; 7.16, 20c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 23c ft.; 7.16, 22c ft. B.B. Proof Straight Link (coil)—5.16, 26c ft.; \(\frac{1}{2}\), 24c ft.;	OLIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; %, 15e; %, 20e; %, 80e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.25 No. 2 \$2.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x88 12.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 1/2 c ft.; 4-0, 11c ft.; 8-0, 8 1/2 c ft.; 2-0, 8c ft.; 0, 7 1/2 c ft.; 1, 6 1/2 c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 18c ft	OLIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; %, 15e; %, 20e; %, 80e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.00 No. 1 \$2.25 No. 2 \$0.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Acc, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\\(x\)x86 12.00 4 x85 7.50 5\\(\frac{1}{2}\)x86 12.00 4 x85 7.50 5\\(\frac{1}{2}\)x86 12.00 4 x86 7.50 5\\(\frac{1}{2}\)x86 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)— 6.0, 15c ft.; 5.0, 12\\(\frac{1}{2}\)c ft.; 4.0, 11c ft.; 8.0, 8\\(\frac{1}{2}\)c ft.; 2.0, 8c ft.; 0, 7\\(\frac{1}{2}\)c ft.; 1, 6\\(\frac{1}{2}\)c, ft.; 2, 6c ft. Passing Link (coil)—4.0, 18c ft.; 3.0, 12c ft.; 2.0, 11c ft. Proof Straight Link (coil)—3.16 Black, 32c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 18c ft.; 7.16, 20c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 25c ft.; 7.16, 20c ft.; \(\frac{1}{2}\), 18c ft.; 5.16, 24c ft.; \(\frac{1}{2}\), 23c ft.; 7.16, 22c ft. B.B. Proof Straight Link (coil)—5.16, 26c ft.; \(\frac{1}{2}\), 24c ft.;	OLIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; %, 15e; %, 20e; %, 80e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.00 No. 1 \$2.25 No. 2 \$0.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Acc, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x87 18.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 % c ft.; 4-0, 11c ft.; 8-0, 8 % c ft.; 2-0, 8c ft.; 0, 7 % c ft.; 1, 6 % c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; %, 22c ft.; 7-16, 20c ft.; %, 18c ft.; %, 18c ft.; %, 28c ft.; 7-16, 20c ft.; %, 28c ft.; 5-16, 24c ft.; %, 23c ft.; 7-16, 20c ft.; %, 28c ft.; 5-16, 24c ft.; %, 23c ft.; 7-16, 20c ft.; %, 28c ft.; 7-16, 20c ft. B.B. Proof Straight Link (coil)—3-16 Black, 33c ft.; %, 28c ft.; 5-16, 24c ft.; %, 23c ft.; 7-16, 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Lask—30 Iron, 10c vd.: 18 Iron, 10c vd.: 16 Iron, 10c	OLIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; %, 15e; %, 20e; %, 80e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.00 No. 1 \$2.25 No. 2 \$0.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$75 O. K.— 10-inch 1.50 14-inch 1.75 CLOCKS (ALARM)—Acc, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15e, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x48 12.00 4 x85 7.50 5 x43 7 18.00 4 x85 7.50 5 x43 7 18.00 4 x86 7.50 5 x43 8 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6 0, 15c ft.; 5 0, 12 ½c ft.; 4 0, 11c ft.; 8 0, 8 ½c ft.; 2 0, 8c ft.; 0, 7 ½c ft.; 1, 6 ½c, ft.; 2, 6c ft. Passing Link (coil)—4 0, 18c ft.; 3 0, 12c ft.; 2 0, 11c ft. Proof Straight Link (coil)—3 16 Black, 32c ft.; 4, 27c ft.; 5 16, 24c ft.; 3, 22c ft.; 7 16, 20c ft.; 4, 18c ft.; 5 16, 24c ft.; 3, 28c ft.; 7 16, 22c ft. B.B. Proof Straight Link (coil)—3 -16 Black, 38c ft.; 4, 28c ft.; 5 16, 24c ft.; 3, 28c ft.; 7 16, 22c ft. B.B. Proof Straight Link (coil)—5 16, 26c ft.; 3, 24c ft.; 4, 28c ft.; 5 16, 24c ft.; 5, 28c ft.; 7 16, 22c ft. Twisted Machine Coppered (coil)—4 0, 18c ft.; 3 0, 17c ft.; 2 0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12c yd.; 18 Iron, 15c yd.; 120 brass, 10c yd.; 18 Irons, 15e sd.; 15e	CIPS—Wire Rope "Bulldog"—\$-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x85 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x87 18.00 4 x87 8.00 6 x88 14.00 6 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 x6 ft.; 4-0, 11c ft.; 8-0, 8 x6 ft.; 2-0, 8c ft.; 0, 7 x6 ft.; 1, 6 x6 ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; 3, 22c ft.; 7-16, 20c ft.; 18c ft.; 3, 18c ft.; 3, 23c ft.; 7-16, 22c ft. Proof Twisted Link (coil)—3-16 Black, 33c ft.; 4, 28c ft.; 5-16, 24c ft.; 3, 23c ft.; 7-16, 22c ft. B.B. Proof Straight Link (coil)—5-16, 26c ft.; 3, 24c ft.; 12c ft.; 3, 23c ft.; 7-16, 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12*c	OLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 15e; %, 20e; %, 30e; %, 35e; 1-in., 45e. CLIPPERS—Bolt— New Easy— No. 0 \$3.50 No. 0 \$2.00 No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 8.00 No. 8 8.00 No. 8 8.75 O. K.— 10-inch 1.75 CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Chad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15e, 2 for 25e. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft.; 14 M, pronne, 15c sq. ft.; 14 M, galvanized, 5 sq. ft.; 16 M, galvanized, 5 5½c sq. ft.; 16 M, galvanized, 55 sq. ft.; 16 M, galvanized, 55 %c sq. ft.; 16 M, sq. sq. ft.
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\\(x\)x86 12.00 4 x85 7.50 5\\(\frac{x}\)x86 12.00 4 x85 7.50 5\\(\frac{x}\)x86 12.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 8.00 6 x86 15.00 CHAIN—German Straight Link (coil)— 6 0, 15c ft; 5-0, 12\\(\frac{x}\)c ft.; 4-0, 11c ft; 8-0, 8\\(\frac{x}\)c ft.; 2-0, 8c ft.; 0, 7\\(\frac{x}\)c ft.; 1, 6\\(\frac{x}\)c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—8-16 Black, 32c ft; \(\frac{x}\), 27c ft.; 5-16, 24c ft.; \(\frac{x}\), 22c ft.; 7-16, 20c ft.; \(\frac{x}\), 18c ft.; \(\frac{x}\), 18c ft.; \(\frac{x}\), 28c ft.; 7-16, 20c ft.; \(\frac{x}\), 18c ft.; \(\frac{x}\), 28c ft.; 7-16, 20c ft. B.B. Proof Straight Link (coil)—3-16 Black, 33c ft; \(\frac{x}\), 28c ft.; \(\frac{x}\), 28c ft.; \(\frac{x}\), 28c ft.; \(\frac{x}\), 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 116 brass, 15c yd.; 116 brass, 15c yd.; 116 brass, 20c yd.; 118 brass, 25c yd.; 115 b	CIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x87 18.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 % c ft.; 4-0, 11c ft.; 8-0, 8 % c ft.; 2-0, 8c ft.; 0, 7 % c ft.; 1, 6 % c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; %, 22c ft.; 7-16, 20c ft.; %, 18c ft.; %, 18c ft.; %, 28c ft.; 7-16, 20c ft.; %, 28c ft.; 5-16, 24c ft.; %, 23c ft.; 7-16, 20c ft.; %, 24c ft.; %, 22c ft.; %, 21c ft.; %, 22c ft. B.B. Proof Straight Link (coil)—5-16, 26c ft.; %, 24c ft.; %, 22c ft.; %, 21c ft.; %, 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 45c yd. Safety Brass and Nickel Plated—00 & NOO, 20c yd.; 0-NO, 26c yd.; 1.NI, 30c yd.; 2.N2, 35c yd.; 8, 40c yd.	CIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; %, 15e; %, 20e; %, 35e; 1-in., 45e. CIPPERS—Bolt— Rextra Cutters New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.00 No. 1 \$2.00 No. 2 \$0.00 No. 2 \$0.00 No. 3 \$0.00 No. 3 \$0.00 No. 3 \$0.00 No. 4.00 No. 5 \$0.00 \$0.00 \$0.00 No. 5 \$0.00 \$0.00 \$0.00 \$0.00 No. 5 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 No. 5 \$0.00 <t< td=""></t<>
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x87 18.00 4 x86 7.50 5 x87 18.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6-0, 15c ft.; 5-0, 12 % c ft.; 4-0, 11c ft.; 8-0, 8 % c ft.; 2-0, 8c ft.; 0, 7 % c ft.; 1, 6 % c, ft.; 2, 6c ft. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; %, 22c ft.; 7-16, 20c ft.; %, 18c ft.; %, 18c ft.; %, 28c ft.; 7-16, 20c ft.; %, 28c ft.; 5-16, 24c ft.; %, 23c ft.; 7-16, 20c ft.; %, 24c ft.; %, 22c ft.; %, 21c ft.; %, 22c ft. B.B. Proof Straight Link (coil)—5-16, 26c ft.; %, 24c ft.; %, 22c ft.; %, 21c ft.; %, 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 45c yd. Safety Brass and Nickel Plated—00 & NOO, 20c yd.; 0-NO, 26c yd.; 1.NI, 30c yd.; 2.N2, 35c yd.; 8, 40c yd.	CIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x88 13.00 4 x86 7.50 5\(\)\(\)x88 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 16.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6 0. 15c ft.; 5-0. 12\(\)c ft.; 4-0. 11c ft.; 8-0. 8\(\)c ft.; 2-0. 8c ft.; 0. 7\(\)c ft.; 1. 6\(\)c c, ft.; 2. 6c ft. Passing Link (coil)—4-0. 18c ft.; 3-0. 12c ft.; 2-0. 11c ft. Proof Straight Link (coil)—8-16 Black, 32c ft.; \(\)4. 27c ft.; 5-16. 24c ft.; \(\)4. 25c ft.; 7-16. 20c ft.; \(\)4. 18c ft.; \(\)5. 18c ft.; \(\)4. 28c ft.; 7-16. 20c ft.; \(\)4. 18c ft.; \(\)5. 18. 24c ft.; \(\)4. 25c ft.; 7-16. 22c ft. B.B. Proof Straight Link (coil)—3-16 Black, 33c ft.; \(\)4. 28c ft.; \(\)5. 16. 24c ft.; \(\)4. 23c ft.; 7-16. 22c ft. Twisted Machine Coppered (coil)—4-0. 18c ft.; 3-0. 17c ft.; 2-0. 16c ft.; 0. 15c ft. Jack—20 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 11 Iron, 12c yd.; 11 brass, 15c yd.; 114 brass, 20c yd.; 118 brass, 25c yd.; 113 brass, 35c yd.; 110 brass, 45c yd. Sash—01 Copper Plated, 25c ft.; 02 Copper Plated, 8c ft.; XXXX Copper Plated, 25c ft.; 02 Steel Plain, 2\(\)c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Bank Chain Fasteners—12, 8ct U., 15c set; 100, 8ct CB,	CILPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CILPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x88 12.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)— 6 0, 15c ft.; 5 0, 12 x c ft.; 4 0, 11c ft.; 8 0, 8 x c ft.; 2 0, 8c ft.; 0, 7 x c ft.; 1, 6 x c, ft.; 2, 6c ft. Passing Link (coil)—4 0, 18c ft.; 3 0, 12c ft.; 2 0, 11c ft. Proof Straight Link (coil)—3 16 Black, 32c ft.; 4, 27c ft.; 5 16, 24c ft.; 3, 22c ft.; 7 16, 20c ft.; 4, 18c ft.; 5 16, 24c ft.; 3, 28c ft.; 7 16, 20c ft.; 4, 18c ft.; 5 16, 24c ft.; 3, 28c ft.; 7 16, 20c ft. Proof Twisted Link (coil)—3 -16 Black, 33c ft.; 4, 28c ft.; 5 16, 24c ft.; 3, 28c ft.; 7 16, 20c ft. B.B. Proof Straight Link (coil)—5 -16, 26c ft.; 3, 24c ft.; 4, 20c ft. Twisted Machine Coppered (coil)—4 0, 18c ft.; 3 0, 17c ft.; 2 0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 12 Iron, 10c yd.; 118 brass, 15c yd.; 113 brass, 15c yd.; 114 brass, 20c yd.; 118 brass, 25c yd.; 113 brass, 35c yd.; 114 brass, 30c yd.; 118 brass, 35c yd.; 113 brass, 35c yd.; 114 brass, 30c yd.; 118 brass, 35c yd.; 113 brass, 35c yd.; 114 brass, 35c yd.; 115 brass, 35c yd.; 117, 1, 30c yd.; 2N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 25c ft.; 02 P Steel Plain, 2%c ft.; XXXX Copper Plated, 25c ft.; 02 P Steel Plain, 2%c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c	CLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15e; ½, 20e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x88 13.00 4 x86 7.50 5\(\)\(\)x88 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 16.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6 0. 15c ft.; 5-0. 12\(\)c ft.; 4-0. 11c ft.; 8-0. 8\(\)c ft.; 2-0. 8c ft.; 0. 7\(\)c ft.; 1. 6\(\)c c, ft.; 2. 6c ft. Passing Link (coil)—4-0. 18c ft.; 3-0. 12c ft.; 2-0. 11c ft. Proof Straight Link (coil)—8-16 Black, 32c ft.; \(\)4. 27c ft.; 5-16. 24c ft.; \(\)4. 25c ft.; 7-16. 20c ft.; \(\)4. 18c ft.; \(\)5. 18c ft.; \(\)4. 28c ft.; 7-16. 20c ft.; \(\)4. 18c ft.; \(\)5. 18. 24c ft.; \(\)4. 25c ft.; 7-16. 22c ft. B.B. Proof Straight Link (coil)—3-16 Black, 33c ft.; \(\)4. 28c ft.; \(\)5. 16. 24c ft.; \(\)4. 23c ft.; 7-16. 22c ft. Twisted Machine Coppered (coil)—4-0. 18c ft.; 3-0. 17c ft.; 2-0. 16c ft.; 0. 15c ft. Jack—20 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 11 Iron, 12c yd.; 11 brass, 15c yd.; 114 brass, 20c yd.; 118 brass, 25c yd.; 113 brass, 35c yd.; 110 brass, 45c yd. Sash—01 Copper Plated, 25c ft.; 02 Copper Plated, 8c ft.; XXXX Copper Plated, 25c ft.; 02 Steel Plain, 2\(\)c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Bank Chain Fasteners—12, 8ct U., 15c set; 100, 8ct CB,	CILPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15e; ½, 20e; ½, 35e; 1-in., 45e. CILPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x86 12.00 4 x85 7.50 5\(\)\(\)x88 12.00 4 x86 7.50 5\(\)\(\)x88 118.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 4 x40 10.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6.0, 15c ft; 5.0, 12\(\)c ft.; 4.0, 11c ft; 8.0, 8\(\)c ft.; 2.0, 8c ft.; 0, 7\(\)c ft.; 1, 6\(\)c, ft.; 2, 6c ft. Passing Link (coil)—4.0, 18c ft.; 3.0, 12c ft.; 2.0, 11c ft. Proof Straight Link (coil)—3.16 Black, 32c ft.; 4, 27c ft.; 5.16, 24c ft.; \(\), 22c ft.; 7.16, 20c ft.; \(\)\(\), 18c ft.; \(\)\(\), 18c ft.; \(\)\(\), 18c ft.; \(\)\(\), 22c ft.; \(\)\(\), 18c ft.; \(\)\(\)\(\), 18c ft.; \(\)\(\)\(\)\(\)\(\)\(\)\(\)\(CILPS—Wire Rope "Bulldog"—3-16 to % inc., each 15e; ½, 15e; ½, 20e; ½, 35e; 1-in., 45e. CILPPERS—Bolt— Rextra Cutters New Easy— Extra Cutters No. 0 \$2.00 No. 1 \$2.25 No. 2 \$2.00 No. 2 \$2.00 No. 3 \$3.00 O. K.— 10-inch 1.56 14-inch 1.75 CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Chad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$2.50; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH—Emery, Nos. 00 to 2½, 10e straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10e straight. CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 14 M, galvanised, 55 ½c sq. ft; 16 M, galvanised, 5½c sq. ft; 14 M, pronne, 15c sq. ft; 14 M, galvanised, 55 ½c sq. ft; 16 M, galvanised, 5½c sq. ft; 16 M, galvanised, 5½c sq. ft. 16 M, spal, 5½c sq. ft. COAL CHUTES—Hercules—No. 1, 16x18 \$1.85
4 x82	OLIPS—Wire Rope 'Bulldog''—3-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82 6.00 5 x89 11.25 4 x88 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x88 12.00 4 x86 7.50 5 x88 14.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 8.00 6 x88 14.00 CHAIN—German Straight Link (coil)— 6 0, 15c ft.; 5 0, 12 ½c ft.; 4 0, 11c ft.; 8 0, 8 ½c ft.; 2 0, 8c ft.; 0, 7 ½c ft.; 1, 6 ½c, ft.; 2, 6c ft. Passing Link (coil)—4 0, 18c ft.; 3 0, 12c ft.; 2 0, 11c ft. Proof Straight Link (coil)—3 16 Black, 32c ft.; ¼, 27c ft.; 5 16, 24c ft.; ¾, 22c ft.; 7 16, 20c ft.; ¼, 18c ft.; ½, 18c ft.; ½, 18c ft.; ½, 18c ft.; ½, 25c ft.; 7 16, 20c ft.; ½, 18c ft.; ½, 25c ft.; ½, 25c ft.; 7 16, 20c ft. Proof Twisted Link (coil)—3 -16 Black, 33c ft.; ¼, 28c ft.; 5 16, 24c ft.; ½, 23c ft.; 7 16, 20c ft. B.B. Proof Straight Link (coil)—5 -16, 26c ft.; ½, 24c ft.; ½, 22c ft.; ½, 21c ft.; ¼, 20c ft. Twisted Machine Coppered (coil)—4 0, 18c ft.; 3 0, 17c ft.; 2 0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 11 Iron, 12c yd.; 8 Iron, 15c yd.; 110 brass, 15c yd.; 113 brass, 15c yd.; 113 brass, 35c yd.; 114 brass, 30c yd.; 118 brass, 35c yd.; 117, 1, 30c yd.; 2 N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 25c ft.; 02 P Sicel Plain, 2 ½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2 ½c. School Crayon, per groes 50c; 6 for 5c. CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, sise 130, each 5c; sise 320, 5c. sice	OLIPS—Wire Rope 'Bulldog''—3-16 to % inc., each 15e; ½, 15e; ½, 20e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
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4 x82	OLIPS—Wire Rope 'Bulldog''—3-16 to % inc., each 15e; ½, 15e; ½, 30e; ½, 35e; 1-in., 45e. CLIPPERS—Bolt—
4 x82	CLIPPERS—Bolt—
4 x82 6.50 5 x40 12.00 4 x84 7.00 5 x88 12.00 4 x85 7.50 5 x40 12.00 4 x85 7.50 5 x40 12.00 4 x86 12.00 4 x86 7.50 5 x27 18.00 4 x87 8.00 6 x88 14.00 4 x87 8.00 6 x88 14.00 6 x87 16.00 6 x40 15.00 CHAIN—German Straight Link (coil)— 6 0. 15c ft.; 5-0. 12 ½c ft.; 4-0. 11c ft.; 8-0. 8 ½c ft.; 2-0. 8c ft.; 0. 7 ½c ft.; 1, 6 ½c, ft.; 2, 6c ft. Passing Link (coil)—4-0. 18c ft.; 3-0. 12c ft.; 2-0. 11c ft. Proof Straight Link (coil)—8-16 Black, 32c ft.; 4, 27c ft.; 5-16, 24c ft.; 3, 22c ft.; 7-16, 20c ft.; ½, 18c ft.; 5-16, 24c ft.; 3, 28c ft.; 7-16, 20c ft.; ½, 18c ft.; 5-16, 24c ft.; 3, 28c ft.; 7-16, 20c ft. B.B. Proof Straight Link (coil)—3-16 Black, 33c ft.; ½, 28c ft.; 5-16, 24c ft.; 3, 28c ft.; 7-16, 20c ft. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 11 B brass, 15c yd.; 113 brass, 26c yd.; 113 brass, 30c yd.; 110 brass, 45c yd.; 113 brass, 30c yd.; 110 brass, 45c yd.; 113 brass, 30c yd.; 110 brass, 45c yd.; 113 brass, 25c yd.; 1.N., 30c yd.; 2N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 130, each 5c; size 350, 5c: size 320, 5c. 50-ft. bal', size 150, each 10c; size 850, each 10c. CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.35; B-13, \$5.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.	OLIPS

RETAIL SELLING PRICES—Continued.

Eng. Verm. 14:1b 1.40 Dutch Pink75	Taper Shank
Eng. Verm. 1-lb. 2.80 Carmine 1.40 Tuscan 45 Turkey 1.70 Indian 80 Para 1.30	O 106
Venetian .35 Yellow—Chrome lb. .50 Rose Pink .60 Ochre—Golden lb. .85 Rose Lake 1.05 Yellow 1 lb. .35	2
COPPER—Sheet, 75c lb.	8
CORD (SASH— Samson Spot (Hanks), No. 6 S, \$1.80 hank; 7 S, \$2.35 hank; 8 S, 8SC, \$2.90 hank; 10 S, 10SC, \$4.65 hank; 12S, 12SC, \$6.50 hank; WP 12 SC, \$1.20 lb. Phoenix (coils only)—No. 6 C, 90 lb.; 7 C, 90c lb.; 8 C, 90c lb.; 10 C, 90 lb.; 12 C, 90c lb.; 14 C, 16C, WP 8 C,	6
Phoenix (coils only)—No. 6 C, 90 lb.; 7 C, 90c lb.; 8 C 90c lb.; 10 C, 90 lb.; 12 C, 90c lb.; 14 C, 16C, WP 8 C,	8
90c lb. Union (hanks)—No. 6, \$1.35 hank; 7, \$1.65 hank; 8, \$2.25 hank; 10, \$3.25; 12, \$4.25.	10
COTTERS—Hammer Lock or Regular Spring. 1-16, 5-64, 3-32 in. 1/2 in. 5-32 in.	C 114, M 109 or M C 114, M 109 or M 890, and S 108— 890, and S 108—
Length— 100 1000 100 1000 100 1000 ½-inch\$.20 \$1.25 \$.30 \$2.00 \$.35 \$2.40	1-16
%-inch25 1.40 .30 2.00 .40 8.00 -inch25 1.65 .35 2.25 .45 8.25 1½-inch25 1.80 .40 2.55 .50 8.60	32 .25 17.82 1.10 5-32 .30 9-16 1.20 8-16 .35 19-32 1.25
1 ½-inch	7-8285 % 1.85 % 1.40
3-16 in. ¼ in. 5-16 in. ½-inch \$.50 \$3.75	9-3260 18-16 1.80 5-1660 % 1.85
1 -inch	11-32
1 %-inch90 6.00 1.50 10.00 2.25 16.00 2 -inch 1.00 6.75 1.75 11.50 2.50 17.50	7-16
2½-inch 1.10 7.75 2.00 14.00 3.00 20.00 CRAYON—Lumber 10c: Soapstone, 5c.	C 108, M 105 or M C 108, M 105 or M 880, S 105— 880, S 105—
OUTTERS—Pipe—Barnes, No. 1, \$2.95 each; No. 2, \$8.90; No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$26.00. Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4,	1-92
\$12.60. DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7,	1-16
30c; 8, 40c; 9, 50c; 10, 60c. DIVIDERS-Wing, No. 35, 6-inch, 35c pair; 8-inch, 35c pair;	7-64
10-inch, 50c pair; 12-inch, 75c pair. Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.	9-64
DOLLIES—Timber— No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	8-16
DOORS—Screen. 33.15 Common, %-inch, 2-8x6-8 2.85	Straight Shank, Wire Gauge O 108 A, M 107 er O 108 A, M 107 er
Common, 1%-inch, 2-6x6-6	M 840, S 107— M 840, S 107— 1 to 525 36 to 4015 6 to 1025 41 to 4516
Common, 1 %-inch, 2-10x6-10	11 to 15
DOORS—Ash Pit. \$1.40 8x8, each\$1.40 8x10	21 to 25
10x12 1.80 DRILLS— Millers Falls (Breast)	81 to 8515 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj.
10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00	2-inch\$.35 2½x1½ 1½-inch\$.25 3-inch50 8½x2½ 2-inch30
13 7.50 118 7.25 Yankee	4-inch
555 8.00 5555 8.00 Millers Falls (Hand) 1 3.25 5 3.50	8-inch
2 4.75 981 6.00 4 1.15	5-inch
Millers Falls Drill Follow, 1 to 8, set 500.	40c. No. 8 Adj. 4 Pc., 20c each; 4, 30c; 5, 30c; 6, 35c. 3-inch Adj. Galvd., 35c each; 4-inch Galvd., 45c each. No. 3 Corg. Jap., 35c each; 4, Corg. Jap., 45c.
Yankee Automatic 2.25 44 2.50	No. 60, per lb\$.25 Flour Emery—
42	No. 70, per lb
300	No. 100, per lb25 Wheels—(See Wheels) No. 120, per lb25
No. Bach. No. Bach.	FASTENERS (BRONZE)—No. 582, EA, 45c each; SHA, SHB, E, 50c; 815, EA, 80c; SHA, E, 85c; 1881½, EA, SHA,
Bell Hangers' or Electricians C 114 E, S 109 B Open C 114 F (Fish Wire) Open	E, 80c. Cast Iron and Steel—No. 824, 10c each; 824, R, EA, 15c; E, 15c; 500, R, EA, 15c; KF, E, 15c; 542, R, EA, 10c;
O 114 Bit Stock M 890 S 108	Cast Iron and Steel—No. S24, 10c each; 824, R, EA, 15c; E, 15c; 500, R, EA, 15c; KF, E, 15c; 542, R, EA, 10c; SR, SHA, KF, E, 10c; SHB, 10c; 800, R, EA, 10c; SHA, KF, E, 10c; 1881½, F, 50c; 83181, R, EA, 15c; KF, SHA,
C 116 Open C 120 Open	E, 20c. FAUCETS— Cork Lined— 8-inch each\$.30 7-inch each 2 15 9-inch each 2 5
M 110 Open M 112 Open M 418 Open M 412 Open S 110 Open S 111 Open	FAUCETS— Cork Lined—
C 111 Open M 400 Open	FIGURES AND LETTERS (STEEL)-
Straight Shank	Figures Letters Set Each
M 105 M 106 Open M 330 M 332 Open	8-16 inch85 .15 8-16 inch 3.60 .15 4 inch 1.00 .15 4 inch 8.25 .15
S 105 S 106 Open C 108 A Open C 110 Open	5-16 inch
M 107 M 104 Open M 340 M 314 Open S 107 S 104 B Open	% inch

RETAIL SELLING PRICES—Continued.

Desired	a service out the good.
FILES—Band Saw, 4 inches long, 15c each; 6, 20c; 8, 35c; 10, 45c. Knife, 3.3½, 30c; 4, 30c; 5, 35c; 6, 40c; 8, 50c; 10, 60c. Regular Taper, 3.3½, 15c; 4, 15c, 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 80c; 10, 50c. Slim Taper, 3.3½, 15c; 4, 15c 4, 15c 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 80c; 10, 40c. Warding, 3.3½, 25c; 4, 25c; 5, 25c; 6, 80c; 8, 40c. Flat Bastard, 3.4, 20c; 5, 20c; 6, 20c; 8, 30c; 10, 40c; 12, 60c; 14, 75c; 16, \$1.20. Half Round Bastard, 3.4, 25c; 5, 25c; 6, 80c; 8, 80c; 15, 40c; 12, 40c; 13, 40c; 14, 40c; 12, 40c; 13, 40c; 14, 40c; 13, 40c; 14, 40c; 13, 40c; 14, 40c;	Pails, Stock 518 1.50
10. 45c. Knife, 8-8 1/4. 80c; 4. 80c; 5. 85c; 6. 40c; 8. 50c;	12 8 1.00 520 1.75
10, 60c. Regular Taper, 8-8 1/2, 15c; 4, 15c, 4 1/2, 15c; 5,	14 8 110 522 200
15c; 51, 20c; 6, 20c; 8, 80c; 10, 50c. Slim Taper, 8-81,	16 8 1.25 526 2.25
10c; 4, 10c 4½, 10c; 0, 10c; 0½, 20c; 0, 20c; 8, 80c; 10,	18 S 1.40 Tubs, Foot—
Flat Bastard, 8-4, 20c; 5, 20c; 6, 25c; 8, 20c; 10, 40c; 12	20 S 1.55 50
60c: 14. 75c: 16. \$1.20. Half Round Bastard. 8-4. 25c: 5.	8
	1065 58 1.40
Mill Bastard, 8-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 80c; 12, 85c; 14, 60c; 16, 80c. Round Bastard, 8-4, 15c; 5, 15c; 6,	12
35c; 14, 60c; 16, 80c. Round Bastard, 8-4, 15c; 5, 15c; 6,	14
20c; 8, 25c; 10, 35c; 12, 40c; 14, 60c; 16, 80c. Square	1695 0 1.65
Bastard, 8-4, 20c; 5, 25c; 6, 25c; 8, 80c; 10, 45c; 12, 60c; 14, 80c; 16, \$1.00.	820
Rasps—Flat Wood, 8 inches long, 50c each: 10, 75c: 12,	Pans, Refrigerator—— 2
Rasps—Flat Wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half Round Wood, 10, 75c; 12, 55. 14, \$1.80; 18, 18, 19, Half Round Wood, 10, 75c; 12, 55. 14, \$1.80; 18, 18, 19, Half Round Wood, 10, 75c; 10, 55. 18, 51.80; 10, 10, 10, 10, 10, 10, 10, 10, 10, 10,	285 10 2.00
95c; 14, \$1.85; 16, \$1.80. Half Round Cabinet, 8, 75c; 10,	8 1.00 20 2.40
90c; 12, \$1.25; 14, \$1.60, 16, \$2.00.	Pots, Watering, or 80 2.60
FIXTURES—Grindstone—Auto: 01, \$1.50; 03, \$3.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.35. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 35c; 17-inch	Sprinklers— 410 8 2.00
mon: 15, 75e; 17, 85e; 19, \$1.00; 21, \$1.25. Am.	514 1.05 420 8 2.40
Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch	516 1.25 480 8 2.60
85c. Extra Cranks, 25c.	GARBAGE CANS-(See Cans)
FLASHLIGHTS— Ever-ready—Complete	GATES—Molasses— Stebbins Perf.
No. 6961 each 3.75 No. 2619 each 1.70 No. 2616 each 1.50	2 · · · · · · · · · · · · · · · · · · ·
No. 1962 each 1.50 No. 1991 each 1.25 No. 2616 each 1.50	8
No. 2604 each 1.20 No. 2688 each 2.40	4
No. 2681 each 1.50 No. 2684 each 2.00	5
No. 2682 each 1.75 No. 2659 each 8.00	
Kwik-lite Flashlights. Complete with Battery—	GAUGES—Butt—
Fibre Tubulars 6241 Reg. 2-cell 1.50	No. 98
No. Back 6848 Reg. 8-cell 1.75	Marking No. 90
5220 Baby 3-cell\$1.00 6349 Miners' S-cell 2.00 5221 Reg. 9-cell 1.20 6851 Miners' 8-cell 2.40	No. 61
5828 Reg R-cell 1.40 Metal Vest Pocket	No. 64 1.50
5229 Miners' 2-cell., 1.50 8475 2-cell (Vest) 1.00	No. 65
5881 Miners' 8-cell. 1.70 8577 8-cell (Vest) 1.20	No. 77 1.60 No. 98 1.00
Metal Tubulars 8579 8-cell (Coat) 1.70	No. 71
6240 Baby 3-cell 1.35	GLASSES—
Kwik-lite Scamless Cell Flashlight Batteries— No. 1208 2-cell Baby Tubular\$.80	Ground Level— Proved Level— 1%
No. 1202 2-cell Reg. Tubular	1%\$.50 1%\$.10
No. 1801 8-cell Reg. Tubular	21/2
No. 1204 2-cell Penlite	3
No. 1206 2-cell Vest Pocket	3 1/2
No. 1207 3-cell Vest Pocket	Gauge Glasses 40% off list.
No. 1808 8-cell Vest Pocket	GLOBES, LANTERN-Cold Blast-No. Gem, 20c each; Pony,
	30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c.
FLATTERS—Blacksmith—3-in., \$1.25; 3½-in., \$1.65; 8-in.,	Railroad—No. 39 Clear, 15 each; 89 Green or Red, 80c.
\$2.00; 8½-in., \$8.00.	Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c;
FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	4-0 Bullseye, 85c; 5-0 Wizard, 25c; 6-0, 29c each.
FREEZERS— Arctic	GLUE-Dry-AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D,
FREEZERS— Arctic No. Bach No. Each	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.
FREEZERS— Arctic No. Bach Ne. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid
FREEZERS Arctic No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.35 30 (Toy) 1.95	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— lox 4 nt 4 nt 4 nt 1 nt 1 ct 4 cal
PREEZERS— Arctic No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.35 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. 1 pt. 1 pt. 1 pt. 1 qt. 1 gsl. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00
PREEZERS— Arctic No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.35 20 (Toy) 1.95 4 4.00 White Mountain	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45e lb. Liquid Imperial—
FREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.55 1.80 2.80 4.50 7.00 11.25
FREEZERS— Arctic No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.35 30 (Toy) 1.95 4 4.00 White Mountain 10 2.85 18 7.30 12 3.50 20 10.25	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 25 40 65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt.
FREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDox. 1.60 1.65 1.80 2.90 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00
FREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c.
FREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial—
FREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; B, 55c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial—
FREEZERS— Arctic No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.85 80 (Toy) 1.95 4 4.00 White Mountain 10 2.85 18 7.80 12 8.50 20 10.25 13 4.20 22 18.00 14 5.00 24 15.00 16 6.40 26 20.00 FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00 0 0mmon—Each, 12-in., \$1.85; 14-in., \$1.85; 16-in., \$1.50.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75.
PREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75.
PREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 3.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$8.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs.
PREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$5.50; over 200, \$6.00. Mounted,
REEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDox. 1.60 1.65 1.80 3.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$8.50; C, \$5.25; D, \$5.75; 1, \$8.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50; Fixtures, 15-inch
REEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$5.50; over 200, \$6.00. Mounted,
PREEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; cver 200, \$6.00. Mounted, No. 710, 1-inch. \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.
REEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDox. 1.60 1.65 1.80 3.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$8.50; C, \$5.25; D, \$5.75; 1, \$8.75; 2, \$5.00; 8, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$5.00 doz.; \$1.00 in., \$10.00 doz.;
No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 85.00 2 2.75 8 6.50 85.00 2 2.75 8 6.50 8.35 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; cver 200, \$6.00. Mounted, No. 710, 1-inch. \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.
No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 85.00 2 2.75 8 6.50 85.00 2 2.75 8 6.50 8.35 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; CX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; cver 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand Victor. All regular hand (including rail) blades—8-in.
No. Each No. No. Each No.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; CX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; cver 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand Victor. All regular hand (including rail) blades—8-in.
REEZERS	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
Ne. Each Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 6.50 3 3 3 3.85 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
No. Each Ne. St. 35.00 St. 35.00 St. 36.00 S	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
No. Each Ne. Each Ne. Each Ne. Each Ne. Each Ne. Each Ne. St. 35.00 2 2.75 8 6.50 2 2.75 8 6.50 3 8.35 30 (Toy) 1.95 4 4.00 Mitte Mountain No. Mountain No. Mountain No.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
No. Each Ne. St. 35.00 2 2.75 8 6.50 2 2.75 8 6.50 Ne. St. 30 Ne.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
No. Each No. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; B, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.15 each; \$1.15 doz.; 12-in., 15c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hamd, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.20; 2, \$1.00; 3, \$1.00; 711, \$1.20; 1.1½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.50; 100; 11, \$1.50; 711½, \$1.50; 712, \$1.00; 81.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$
No. Each Ne. St. 35.00 St. 30.00 St.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; B, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.15 each; \$1.15 doz.; 12-in., 15c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hamd, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.20; 2, \$1.00; 3, \$1.00; 711, \$1.20; 1.1½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.50; 100; 11, \$1.50; 711½, \$1.50; 712, \$1.00; 81.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$
No. Bach Ne. Each 1 \$2.35 6 \$5.00 2 2.75 8 6.50 3 3 3.35 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; B, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.15 each; \$1.15 doz.; 12-in., 15c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hamd, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.20; 2, \$1.00; 3, \$1.00; 711, \$1.20; 1.1½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 100; \$1.50; 611½, \$1.50; 100; 11, \$1.50; 711½, \$1.50; 712, \$1.00; 81.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$1.50; 611½, \$1.50; 710; \$
No. Each No. No. Each No.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; B, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.10 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, \$00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$11.50; \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 811½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; \$1.35 doz. Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 772, \$1.40; 773, \$1.10; 774, \$1.40; 774, \$1.40; 773, \$1.40; 773, \$1.40; 777, \$1.40; 774, \$1.40; 774, \$1.40; 773, \$1.40; 773, \$1.40; 777, \$1.00; 774, \$1.40; 771, \$1.30; 772, \$1.00; 771, \$1.30; 772, \$1.00; 774, \$1.40; 773, \$1.40; 773, \$1.40; 777, \$1.00; 774, \$1.40; 771, \$1.30; 772, \$1.00; 771, \$1.30; 772, \$1.20; 773, \$1.30; 772, \$1.20; 773, \$1.30; 772, \$1.30; 772, \$1.30; 772, \$1.30; 772, \$1.30; 772, \$1.30; 772, \$1.30; 772, \$1.30; 77
No. Each Ne. St. 35.00 St. 30.00 St.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.
No. Bach Ne. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.12 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.10 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$1.50; 611½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; \$1.35 doz. Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 773, \$1.40; 773, \$1.60; 774, \$1.60; 775, 90c; 776, 85c; 777, 80c; 778, 75c.
No.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; B, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz.; 11-in., 15c each; \$1.50 doz.; 11-in., 15c each; \$1.50 doz.; 11-in., 15c each; \$1.50 doz.; 10-in., 10c each; \$
No. Each No. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDox. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each 1.0 .20 .25 .40 .65 1.00 1.75 Sug. Ret. Each 1.5 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$8.50; C, \$5.25; D, \$5.75; 1, \$8.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.16 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each; \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 11½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 101, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 318, \$1.50; 379, \$1.60; 713, \$1.00; 713, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 778, \$1.50; 778, \$1.50; 778, \$1.60; 778, \$1.00; 778, \$1.00; 774, \$1.00; 775, 90c; 776, 86c; 777, 80c; 778, 75c. HANDLES—Adze, No. 320, House, 70c each; \$3.50 each; \$4, \$3.50
No. Each Ne. Each Ne. Each Ne. Each Ne. Each Ne. Each Ne. St. 35.00 Ne. St. 35.00 Ne.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45e lb.; CX, 50c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each 1.5 1.5 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.50 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 1, \$1.20; 11½, \$1.15; 12, \$1.00; 13, \$0.0; 14, \$5.25; 10.50; 611½, \$1.60; 102, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 313, \$1.00; 11½, \$1.15; 712, \$1.00; 313, \$1.00; 11½, \$1.20; 715, \$1.70; \$1.75; \$1.60; 770, \$1.75; \$1.40; 770, \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.75; \$1.75; \$1.70; \$1.75; \$1.70; \$1.75; \$1.75; \$1.70; \$1.75;
No. Bach Ne. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .10 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 13, \$00; 11, \$1.80; 11½, \$1.15; 12, \$1.00; 13, \$00; 14, \$00; 17, \$00; 17, \$00; 775, \$00; 775, \$1.50; 777, \$1.40; 773, \$1.10; 774, \$1.60; 775, \$00; 778, \$1.50; 777, \$1.60; 778, \$1.50; 777, \$1.60; 778, \$1.50; 777, \$00; 778, 75c. HANDLES—Adze, No. 820, House, 70c each; \$3.100 each; 4, \$3.50 each; 5, \$2.75 each. Auger—No. 1, 75c each; 2, 75c each.
No. Bach Ne. Each Ne. 1 1 2.35 6 5.00 2 2.75 8 6.50 2 2.75 8 6.50 2 2.75 8 6.50 2 2.75 8 6.50 2 2.75 8 6.50 2 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 25c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 2-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 11½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; (2, \$1.00; 3, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; \$76, \$1.65; 377, \$1.60; 777, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.60; 770, \$1.75 each; \$2.75 each; \$3.80, 775, \$1.75 each; \$3.81,00; 775, \$1.60; 776, \$1.75 each; \$1.75 each; \$1.80; 770, \$1.75 each; \$1.80; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.75 each; \$1.75 each; \$1.
No. Each No. No. Each No. No	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Doz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. List Doz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$1.50; 511½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; \$1.35 cach; \$1.50; 777, \$1.40; 773, \$1.10; 774, \$1.60; 775, 90c; 776, 85c; 777, \$0c; 778, 75c. HANDLES—Adze, No. 320, House, 70e each; \$21, Ship, 70e each; \$3.70, \$1.80; 772, \$1.00; 81; No. 10, \$85; 20c. \$25. \$25. \$25. \$25. \$25. \$25. \$25. \$25
No. Bach Ne. Each 1 \$2.85 6 \$5.00 2 2.75 8 6.50 3 8.35 30 (Toy) 1.95 4 4.00	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Doz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. List Doz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$1.50; 511½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; \$1.35 cach; \$1.50; 777, \$1.40; 773, \$1.10; 774, \$1.60; 775, 90c; 776, 85c; 777, \$0c; 778, 75c. HANDLES—Adze, No. 320, House, 70e each; \$21, Ship, 70e each; \$3.70, \$1.80; 772, \$1.00; 81; No. 10, \$85; 20c. \$25. \$25. \$25. \$25. \$25. \$25. \$25. \$25
No. Bach Ne. Each 1	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Doz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. List Doz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs, \$6.00 cwt.; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.20 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 12, \$1.00; \$1.50; 511½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; \$1.35 cach; \$1.50; 777, \$1.40; 773, \$1.10; 774, \$1.60; 775, 90c; 776, 85c; 777, \$0c; 778, 75c. HANDLES—Adze, No. 320, House, 70e each; \$21, Ship, 70e each; \$3.70, \$1.80; 772, \$1.00; 81; No. 10, \$85; 20c. \$25. \$25. \$25. \$25. \$25. \$25. \$25. \$25
No.	GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45e lb.; 25c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 doz.; 2-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz. HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 11½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; (2, \$1.00; 3, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; \$76, \$1.65; 377, \$1.60; 777, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.50; 778, \$1.60; 770, \$1.75 each; \$2.75 each; \$3.80, 775, \$1.75 each; \$3.81,00; 775, \$1.60; 776, \$1.75 each; \$1.75 each; \$1.80; 770, \$1.75 each; \$1.80; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.60; 770, \$1.75 each; \$1.75 each; \$1.75 each; \$1.75 each; \$1.
No. Bach Ne. Each 1	GLUE—Dry—AAA, 60c lb.; E, 55c lb.; OX, 45e lb.; 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDoz. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDoz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 doz.; 11-in., 15c each, \$1.120 doz. 11-in., 15c each, \$1.120 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 12-in., 15c each, \$1.120 doz. HamMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.80; 11½, \$1.15; 12, \$1.00; 13, \$00; 14, \$6.50; 377, \$1.60; 311½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 11½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 11½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 21.30; 772, \$1.00; 773, \$1.10; 774, \$1.50; 775, 90c; 776, 85c; 777, 80c; 778, 75c. HANDLES—Adze, No. 820, House, 70c each; 201, \$1.60; 379, \$1.50; 778, 75c. HANDLES—Adze, No. 820, House, 70c each; 401, 50c each; 505, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, 60c each; 602, 45c each; 505, Freighters, 65c each; 506,

RETAIL SELLING PRICES-Continued

RETAIL SELLING	PRICES—Continued.	
Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.	No. 781 1/2. Cont. Ret. 2 1/2 x 2 1/2 · in 40 \$. 45	5x5-in 1.05 1.15 5½x5½-in 1.85 1.50 No. 241 HAN.
Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 80c each; 11, 25c each; 01000, 25c each; 01007, 80c each; 01013, 80c each; 9854, 80c each.	8x8-in	Cont. Ret. 2½x2½·in \$.50 \$.55 8x8·in50 .56
File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.	4 ½ x 4 ½ · in	8 ½ x 8 ½ ·in
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 11L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.	8 ½-in	5½x5½-in 1.10 1.80 5½x5½-in 1.85 1.50 6x6-in 1.60 1.75
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-inch, 25c, Machinist No. 20, 16-inch, 20c; 18-inch, 25c, Machinist No. 33, 18-inch, 25c, Machinist No. 125, 14-inch,	No. 165 F&D2. Cont. Ret. 11/2-in \$.85 \$.40	1475 F&D2 .20 2.20 1475 SF2&N .25 2.80 1474 F&D2, 1½ .26 2.40
15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each. Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39,	2-in	No. 160 F&D2. Cont. Ret. 2½-in \$.40 \$.50
16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-	4-in80 .95 41/2-in 1.20 1.35 No. 165N&SF2.	3 in
inch, 20c each; Shingling No. 35, 14-inch, 25c each. Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 70c each; XRMC, 6, 70c each; XG, 4½,	Oont. Ret. 1 1/2 · in	No. 160 N. Cont. Ret.
55c each; XRM, 6, 70c each; XRMC, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 51¾, 50c each; XP, 52, 60c each; XP, 52¼, 60c each; XP, 52¼,	2½-in	2½·in
70c each.	8 ½ in 70 .80 4 in 80 .90 4 ½ in 1.20 1.80	4-in65 .75 4½-in 1.00 1.15 No. 160 S F2.
Maul, No. 335, 55c each; 336, 50c each. Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 45c each; 627, Drifting, 40c each; 325, Sur- face, 75c each; 425, Surface, 40c each; 525, Surface, 60c	No. 295 F&D2. Pr. Ds. Pr.	Cont. Ret. 2 1/2 - in
each; 625, Surface, 40c each. Rake, XR, 5½, 50c each; XR, 6, 60c each.	1 ½-in	No. 295 H. Pr. Ds. Pr.
HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 3010, Plumb's, \$2.15; 3011, Plumb's, \$2.50. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.55; TB 4, Plumb's, \$2.75; PB 5, Plumb's, \$2.75; Plumb's, \$2.75	8-in40 4.00 No. 295 SF2. Pr. Ds. Pr.	1½-in
	1½-in\$.80 \$8.20 2-in85 \$.70	8-in45 4.65 No. 289 F&D2.
delphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.52, 2991, Plumb's, \$1.65; 645, Plumb's, \$2.52, 645, Plumb's, \$2.52, 645, Plumb's, \$1.65; Pl	2 ½-in85 4.00 8-in40 4.60 No. 295 N.	Pr. Ds. Pr. 2x3 \$.80 \$8.20 2½x280 8.85
Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's, \$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85.	Pr. Ds. Pr. 1½-in	2½x2½85 8.55 8x345 4.80 No. 289 SFD.
Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.15; PTC,	2·in40 4.20 2½-in45 4.60 8-in50 5.85	Pr. Ds. Pr. 2x2
Philadelphia, \$1.25; PTO 3. Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's,	No. 788. 2½ x2½·in \$.40 \$.45 8x8·in40 .45	2½x285 8.55 2½x2½85 8.65 8x845 4.90
\$1.25; 2973, Plumb's, \$1.50. Derrick—No. 582, Plumb's, \$2.00 each. Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25;	8½x8½-in40 .45 4x4-in50 .55	No. 380 N. Pr. Ds. Pr.
2987, \$2.50. Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50;	4 ½ x 4 ½ · in	2x2
2962, \$1.50; 2963, \$1.50. Lathing No. TL. 1 Plumb's \$1.75 each: TL. 2. Plumb's.	No. 241 F&D2.	No. 289 H. Pr. Ds. Pr.
\$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.55; 1962, Plumb's, \$2.55; 1962, Plumb's, \$2.55; 1962, Plumb's, \$2.55; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982,	2 ½ x2 ½ -in \$.40 \$.45 8 x3-in40 .45 8 ½ x8 ½ -in40 .45	2x2
Plumb's, \$1.50. Shingling No PST 1 Philadelphia \$1.10 each PTS \$	4x4-in	1430 F&D2 Hgs .85 4.00
Philadelphia, \$1.15: PTS 8, Philadelphia, \$1.25: TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85: 90, All Steel, 50c: 565, Plumb's, \$2.40; 591,	6x6-in 1.80 1.65	1480 N .40 4.85 1481 F&D2 .25 2.50 1481 SF2&N .25 2.80
Plumb's, \$1.50; 592, Plumb's, \$1.50; 598, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2953, Plumb's,	No. 341 SF 2. Cont. Ret. 3½x3½-in \$.45 \$.50	1476 F&D2 .25 2.50 1478 BF2&N .25 2.80 1480 F&D2 .25 2.20
\$1.50. Warehouse, No. 650 W, Plumb's, \$2.00 each. HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c;	8x8-in	1480 SF2&N .25 2.80 1474 F&D2, 2 .80 8.80 1474 SF2, 1½ .25 2.80
18, 85c. Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.	4½x4½·in	1474 8573, 3 .55 8.60 Set
HINGES & BUTTS (Screws Included) — No. 900 Lt. Strap Hinges. 8-inch	Bommer, D 15\$1.50 R, EA, 8151.60 SHA, E, 2651.75	SHA, E, 3½ \$ 4.00 Rixon—7 10.50 8 11.00
8-inch \$.20 \$ 1.75 12-inch 1.75 17.00 4-inch25 2.10 No. 888 Butts.	Chicago, R. HA, KF, 200 8.25 SHA, E, 200 4.00 R, EA, KF, 280 4.00	10 11.00 15 18.50 20 25.00
6-inch35 2.90 % inch \$ 10 \$.75 No. 985 Cor. Strap Hes. 1-inch10 .85	SHA, E, 280 4.25	25 81,00 80 86,50 40 60,00
Pr. Ds. Pr. 14-inch	SHA, E, 513 1.75 Katz—R, BA, KF, 2 1.85 SHA, E, 2 1.50 R EA, KF, 3 8.25 SHA, B, 8 4.00	Standard—R, EA, 450 6.85 SHA, B, 450 7.00 R, EA, 452 10.15
8-inch	SHA, R. 8	SHA, 452 10.75
No. 964 Lt. Tee Hinges. Sinch 30 2.15	HODS—Coal— Open Japanned— 15	Open Gelvanised
8-inch \$.15 \$ 1.75 He. 840. 4-inch30 1.90 Pr. Dr. Pr.	16	16
5-inch	18	18 1.85 20 1.50 —Dutch Ovens, No. 8 E, \$3.00
4-inch\$.85 \$ 3.00 2½-inch30 3.00	HOLLOW WARE, CAST IRON- each; 9 E, \$8.50 each; 10 each; 10-inch, \$1.90 each; \$2.70 each; 13-inch, \$3.05 inch lids, 90c each; 11-inch	E, \$4.00 each; 11 E, \$5.00 11-inch, \$2.25 each; 12-inch, ach; 14-inch, \$8.75 each; 10-
5-inch40 8.40 3%-inch30 2.10 6-inch80 5.00 8-inch35 2.20	inch lids, 90c each; 11-inch	lids, 95c each: 12-inch lids,

RETAIL SELLING PRICES—Continued.

Maiam Spining	I IMOZIO VONENUOL.
HOLLOW WARE—Continued	5-15-inch
\$1.25 each; 18-inch lids, \$1.45 each; 14-inch lids, \$1.60 each.	8-inch and larger 7.50
Gem Pans—No. 1, 90c each; 2, 90c each; 5, 90c each; 8, 90c each; 10, \$1.20 each; 11, \$1.00 each.	Flats, all sizes
Griddles—No. 17, 80c each; 18, 95c each; 19, \$1.15 each; 20, \$1.50 each; 010, \$1.50 each; 012, \$1.65 each; 014,	Dover No. 70, \$2.75 set.
\$2 00 each	JACKS—Bell Bottom, Net List. Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50;
Kettles, Stove—No. 7, \$2.25 each; 8, \$2.65 each; 9, \$8.25 each; 07, \$2.25 each; 08, \$2.65 each; 09, \$3.25 each; 09, \$3.25 each; 09, \$3.25 each; 09, \$3.25 each; 19, \$3.25 each	8L, \$6.75.
Pots, Stove—No. 17, \$2.85 each; 18, \$3.25 each; 19, \$8.75 each; 017, \$2.75 each; 018, \$3.25 each; 019, \$8.75 each.	KNIVES & FORKS—Iron Handled, \$1.25. Butcher—
each; 017, \$2.75 each; 018, \$3.25 each; 019, \$3.75 each. Skillets or Spiders—No. 3, 75c each; 4, 80c each; 5, 85c	No. Each No. Each
each; 6, 95c each; 7, \$1.05 each; 8, \$1.15 each; 9, \$1.85 each; 10, \$1.65 each; 11, \$2.10 each; 12, \$2.50 each; 7 W,	526- 51/275 1500- 8 1.50
\$1.35 each; 8 W, \$1.45 each; 70, \$1.00 each; 80, \$1.10 each; 90, \$1.25 each.	526— 685 1910— 6
Waffle Irons—No. 7, \$2.00 each; 8, \$2.25 each; 9, \$2.50 each; 7 D, \$2.40 each; 8 D, \$2.75 each; 9 D, \$8.25 each;	526— 8 1.50 1910— 8
11, \$3.25 each; 12, \$4.50 each; 14, \$7.50 each.	52610 2.85 2200 7 1.85
HOOKS—Bright.	526 7 1.25 2200 8 1.60 52612 8.85 8047 6 60
No. Dos. No. Dos. 0\$.85	526—14 4.00 8047— 61/270 790— 6 1.00 8047— 785
1	790 7 1.80 8047 8 1.00
8	790— 8 2.00 8047—10 2.00 1500— 6 1.00 8047—12 2.50
4	Cheese— 675
6	Cooks French Draw
9	267— 6
10	267— 9 1.50 100— 7 4.00 267—10 1.85 100— 8 4.50
12	267—12 2.00 100— 9 5.00
14	2 1.50
Gross—60% Discount from List. Brass No. 1412— Dos. Dos.	840 105— 9 1.65 550 105—10 1.75
4 2 for 5e 2 .25	1060 105—12 2.00
\$	KNIVES—Hay—Lightnin \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
%, 2 for 5e	King, 40c; No. 12 Hooks, 50c.
Brass Cup No. 181— Dos. Dos.	KNOBS—Maple, Base, 5c each; 35c dos. LAGING—Belt—
&	Leather Bristol 111, per inch\$.01%
1	Sise 5-16 per ft08 112, per inch03
%, 2 for 5e	Size %, per ft04 118, per inch\$.02 % Size %, per ft\$.05 114. per inch08
HOSE COUPLINGS—Com. Size 1/2, each 20e; 1/4, 20e; 1/4, 20e.	Size 14, per ft \$.05 114 per inch08 Size 14, per ft08 Wire— Size 4, per ft08 No. 1, box 50 ft60
HOSE (GARDEN)—	No. 3
Coupled, 50 ft. lengths—Astee, ½ inch 21c foot, % inch 28c; Deluge, ½ inch 19c, % in. 21c; Delphos, ½ inch 18c; % inch 20c; Sierra, ½ inch 20c, % inch 22c; Simi, ½ inch 16c, % inch 18c; % inch 20c; Sierra, ½ inch 20c, % inch 19c, % inch 21c; Summit, ½ inch 19c, % inch 21c; Ten Cee, ½ inch 16c, % inch 18c; Torrent, ½ inch 24c, % inch 26c; Union Arrow, plain, ½ inch 18c, % inch 20c; Union Arrow, WW. ½ inch 20c, % inch 22c; Whirlpool, ½ inch 19c, % inch 21c. Reel, Not Coupled, Endurah Ribbed, ½ inch 23c; Eudurah Smooth, ½ inch 21c, % inch 23c; Eudurah Smooth, ½ inch 21c, % inch 23c; Endurah Smooth, ½ inch 24c; North Star Ribbed, ½ inch 22c, % inch 24c; North Star Ribbed, ½ inch 22c. % inch 24c; North Star Ribbed, ½ inch 22c. % inch 24c; North Star Ribbed, ½ inch 22c. % inch 24c; North Star Ribbed, ½ inch 22c. % inch 24c; North Star Ribbed, ½ inch 23c. % inch 24c; North Star Ribbed, ½ inch 23c. % inch 24c; North Star Ribbed, ½ inch 23c. % inch 24c; North Star Ribbed, ½ inch 23c. % inch 24c; North Star Ribbed, ½ inch 23c. % inch 24c; North Star Ribbed, ½ inch 25c. % inch 24c; North Star Ribbed, ½ inch 25c. % inch 24c; North Star Ribbed, ½ inch 25c. % inch 24c; North Star Ribbed, ½ inch 25c. % inch 25c. % inch 24c; North Star Ribbed, ½ inch 25c. % inch	LADDERS—Extension, No. 1, 25c foot; Step, Climax, 50c foot; Special, 40c foot; Standard, 25c foot.
20c; Sierra, ½ inch 20c, % inch 22c; Simi, ½ inch 16c, % inch 18c; Solar Cotton, ¼ inch 19c, % inch 21c; Summit	LANTERNS-Boys'-No. 589, 45c each; 1590, Cadet, 25c.
1/2 inch 19c, % inch 21c; Ten Cee, 1/2 inch 16c, % inch 18c;	Dash—No. 821, Prisco, \$1.85 each; 881, Prisco, \$2.15. Cold Blast Tubular—No. 820, Prisco (Little Wizard), \$1.40
inch 18c, % inch 20c; Union Arrow, WW, 1/2 inch 20c, %	each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R,
inch 22c; Whirlpool, 1/2 inch 19c, 1/4 inch 21c. Reel. Not Coupled. Endurah Ribbed. 1/4 inch 21c. 1/4 inch	Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217,
23c; Eudurah Smooth, 14 inch 21c, 14 inch 28c; Goodrich	Prisco, \$1.00. LEAD—White—1244-lb. Ker. \$1.85: 25-lb. Ker. \$8.65: 50-lb.
	LEAD—White—1214-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.
21c; Rajah Smooth, ½ inch 19c, % inch 21c; Utility Ribbed, ½ inch 18c, % inch 20c; Utility Smooth, ½ inch 18c, %	LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos.
inch 20c.	LOCKS-Rim-Steel, 75c set; Cast, 60c set.
ICE TOOLS—	LINES, CLOTHES—Cotton, Braided—No. 850, 65c each; No. 450, 40c each.
No. 815 Plow, 8-in	Cotton TwistedNo 140 85e each: 150 40e
No. 817 Plow, 12-in	gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c;
No. 821 Plow, 10-in	Wire, Twisted—50 foot, 20 gauge, 850 each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each.
No. 456 Splitting Chisel 4.75	MATS. DOOR-Cocos-No. 1, \$1.25 each; 2, \$1.50; 8, \$1.75;
No. 495 5.85 No. 520 Ice Hooks, 4-ft 1.85	02,\$2.25; 03, \$2.65; 04, \$8.00; 05, \$8.75. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each;
4½-ft. 1.40 5-ft. 1.50	80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS—
6-ft 1.65 No. 1 Ice Tongs V & B 1.75	Short Cutter, No. 1800 Each \$1.75
No. 2 3.00	Long Cutter, No. 1790
No. 8 2.25 No. 540, 18-inch 2.00 14½-inch 2.15	Handled, D E 8 Each .75
14¼-inch 3.15 16¼-inch 3.25	Handled, S Q 81/2 Each 1.00
Pond Ice Saws—Tiller Handle. 4 ½-foot	MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A,
5-foot 6.25	25c. Dble Face (see Hammers).
5½-foot 6.75	MILLS—Cider—
IRON—Bars Small Lots. (Cutting Extra)	Junior
Common Bar	MOPS— Slasher Cotton 15 os., each\$.75
Angle Iron, 1/4-inch	18 os., each
Angle Iron, ¼-inch and heavier	21 os., each 1.00 21 os., each 1.00 MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70
%-inch and smaller	or Janitor's, 65c each.

RETAIL SELLING PRICES-Continued.

	anom-onemed
MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-	OILERS— 14 B
in., \$6.50.	Mowing Machine 16
NAILS—Base per Keg, \$5.80. 50 to 99 De., add 50e per 100 lbs. to Keg price. 1 to 50 lb.	No. Each Steel, Railroad— 8 A
SUDUE OF S YOU DIED BU SEE BILD BUT.	8 B40 11 1.25 110020 Zinc, Chace's—
Common 348d Os Barb Roof 1 to 11410	1120
Common 647d07 C. O. Box	Steel, Spring Bottom- 1
Common 8 to 60d07 Out Casing 6&808 Casing 2&8d08 Galv. Felt15	12
Casing 4&5d	18 A
Finishing 2&3d 10 Rull lb 20	14 AA
Finishing 6 to 20d	OUTFITS-Cobblers-Eclipse, \$1.00 each; Family, \$1.85;
Smooth Box 4 to 6d08 Smooth Box 8 to 20d .08 Bulk, lb	Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, maile-
Rath Roy A to Sd OR I ID. Papers, ea50	able, \$2.25.
Trunk— % 1b	OVENS, PORTABLE—Boss No. Each No. Each
Bulk, lb	012\$5.25 550\$5.50
1/2 1b. .20 Northwestern .80 1/2 1b. .15 Union .25	0200 5.25 750 6.50
NETTING, POULTRY—Hexagon, Galvanised After Weaving—	450 6.75 Perfection
3 inch, 30 gauge—List roll, 12in., \$2.14; 18in., \$8.08; 24in., 3.92; 30in., \$4.68; 36in., \$5.85; 48in., \$7.18; 60in., \$8.91;	121 G 4.75 122 G 5.75 Pinney & Boyle
72in., \$10.69. Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$8.50;	18
80in., \$4.25; 86in., \$4.80; 48in., \$6.40; 60in., \$8.00;	17 2.25 87 2.50 17 G 2.50 87 G 2.75
72in., \$9.65. Sell Cut (lin. ft.)—12in., 1%c.; 18in., 2%c; 24in., 8%c;	PACKING—Sheet Rubber—Standard, 20e lb.; Rainbow, 90e;
80in., 8%c; 86in., 4%c; 48in., 5%c; 60in., 7%c; 72in., 8%c.	PACKING—Sheet Rubber—Standard, 20e lb.; Rainbow, 90e; Italian Hemp, Common, 40e; Square Flax, braided, 50e; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water,
1 1/4 inch. 20 gauge—List roll. 12in \$8.15: 18in \$4.58:	Low Pressure, \$1.35.
24in., \$5.78; 80in., \$6.90; 86in., \$7.88; 48in., \$10.50; 60in., \$18.18; 72in., \$15.75.	PADS—Sweat—No. 68 N12, Red Edge, 75e; No. 146 A13, Blue and White striped, \$1.50.
Sell Full Roll—12in, \$2.85; 18in., \$4.10; 24in., \$5.20; 80in., \$6.20; 86in., \$7.10; 48in., \$9.45; 60in., \$11.80;	PADLOCKS—Corbin No. Each
72in., \$14.20.	No. Each 9902
Sell Cut (lin. ft.)—12in., 2½c; 18in., 8½c; 24in., 4½c; 30in., 5½c; 86in., 6½c; 48in., 8½c; 60in., 10½c; 72in.,	2802 4
12 1/2 c. 1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12;	2869 1.00 228
1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 80in., \$10.83; 36in., \$12.88; 48in., \$16.50; 60in., \$20.68; 72in., \$24.75. Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20; 20in.	2879 1.50 225
Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20;	2881 2.25 458 X
80in., \$9.75; 86in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.80.	Miller 565 1.50
Sell Out (lin. ft.)—12in., 4c; 18in., 5%c; 24in., 7%c; 80in., 8%c; 86in., 10c; 48in., 18%c; 60in., 16%c; 72in.,	01625 685 1.25
19% c.	18
% inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.80; 24in., \$15.68; 30in., \$18.71; 36in., \$21.88; 48in., \$28.50;	19
60in., \$35.63; 72in., \$42.75. Sell Full Roll.—12in., \$7.70; 18in., \$11.05; 24in., \$14.10; 80in., \$16.85; 86in., \$19.25; 48in., \$25.65; 60in., \$82.05;	75
80in., \$16.85; 86in., \$19.25; 48in., \$25.65; 60in., \$82.05; 72in., \$88.48.	7885 823 1.75
Sell Out (lin. ft.)—12in., 6%c; 18in., 9%c; 24in., 12%c;	96
30in., 15c; 86in., 17 %c; 48in., 22 %c; 60in., 28 %c; 70in., 84 %c.	12150 858 2.75 544185 8454 2.00
NIPPERS—Nettleton—8-in., \$1.75 eacn; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75.	Slaymaker 1902
NIPPLES-Right Hand.	1908
Size 3 21/4 8 81/4 4 5 6 7 8 1/4, black .04 .06 .06 .06 .07 .08 .10 .13 .15	PAINT SUNDRIES— Alcohol (Denatured) Gal.
%, galv06 .11 .11 .11 .12 .14 .16 .18 .22 %, black .04 .06 .06 .06 .07 .08 .10 .12 .15	1-gallon
7 galv06 .11 .11 .11 .12 .14 .16 .18 .22 %, black .04 .06 .06 .06 .07 .08 .10 .12 .15	Barrel\$1.20 Inside Floor— Glue Lb. GalsGal. 2.90
	No. 2 Gelatine65 1/2-gals 1/2-Gal. 1.60
14, black .05 .07 .07 .07 .08 .10 .12 .14 .16 .15 .28 .28 .28	Chicago White
4, galv06 .11 .11 .11 .18 .16 .18 .22 .26 4, black .06 .09 .09 .09 .09 .11 .18 .17 .18 4, galv08 .14 .14 .14 .14 .18 .21 .25 .22	500 lbs. or more18 1/2 Gals
1, DIRCK .US .18 .15 .15 .15 .16 .17 .18 .18 .18 .18 .18 .18 .18 .18 .18 .18	50 and 25-lb. kegs14 % Quarts Qt. 1.30
1 %, black .11 .11 .17 .17 .17 .20 .24 .29 .38 1 %, galv17 .17 .29 .29 .29 .32 .38 .45 .53 1 %, black .18 .18 .20 .20 .20 .25 .29 .36 .40	Paint Dry Colors Floor
1%, black .18 .18 .20 .20 .20 .25 .29 .86 .40	Burnt Umber
2, black .18 .18 .27 .27 .27 .82 .88 .50 .54	Granhita Off Lin-O-Oil
3, galv37 .37 .47 .47 .52 .61 .68 .75 NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 70c	Princess Metallic .04 Linseed, Boiled 2.25 Raw Slenna .07 Linseed, Raw 2.28 Venetian Red .04 Nestafoot No. 1 3.50
lb.; 5-16, 65c lb.; %, 50c lb.; 7-16, 45c lb.; %, 40c lb.;	Yellow Ochre08 Neutral45
9-10, 85c id.; 78, 80c id.; 76, 25c id.; 78, 25c id.; 1, 25c ib.	Paints, Ready Mixed Paraffine
Hot Pressed U. S. S. Square, Tapped—Size ¼, 85c lb.; 5-16, 30c lb.; ¾, 27c lb.; 7-16, 25c lb.; ¼, 21c lb.; ¾, 19c lb.; ¾, 17c lb.; ¾, 16c lb.; 1, 16c lb.	Gals
	4-gals 4-Gal 2.80 Kegs .07% Quarts Qt. 1.25 100-lb. Bulk .08 Pints .9t 70 25-lb. Bulk .09
OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 85c lb.	%-pints %-Pt40 Less 25 lbs10
OAR LOCKS—2-in., per pair 40e; 2¼-in., per pair 60e; 2¼-in., per pair, 70e.	1st Grade, Colors— Turpentine Gal. Gals
22:1E., per pair, 70c. OPENERS (CAN)—	4-gals. 4-Gal 2.25 5-gal
No. Each. No. Each. 4	Pints
16	2nd Grade White or Colors— Old English65
100	Gals

RETAIL SELLING PRICES—Continued.

PANS—Acme Frying— No. 00, each	1-in. 1¼-in. 1½-in. 3-in. Gal. Bik. Gal. Bik. Gal. Bik. Gal. Bushings
17 lb	Close
Each Each 44 \$4.00 1204 \$3.75 46 4.50 1206 4.00 48 5.00 1208 4.25 52 4.25 1210 5.00 54 4.50 1304 4.25 56 5.00 1306 4.50 58 5.50 1308 4.75 64 5.00 1310 5.00 66 5.50 1404 4.75 69 6.25 1406 5.00 614 6.75 1408 5.25 74 5.50 1410 5.50 76 6.00 1504 4.25 79 6.75 1506 4.50 714 7.25 1508 4.75 464 5.50 1510 5.25 466 6.00 1704 4.25 469 6.75 1706 4.50 474 6.00 1708 <t< td=""><td>inch, 35c; 2 inch, 45c. PIPE, STOVE—29 Gauge, Nested. Full Joints—Sise 3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 50c; 7-inch, 40c. 3-inch Japan, 30c joint; 4-inch, 35c; 5-inch, 45c. 3-inch Galvanized, 40c joint; 4-inch, 45c. 1-inch, 20c. Half Joints—5-inch, 15c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint. For future delivery, prices withdrawn. PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00. PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50. PLANES—Block-Bailey, No. 9½, \$1.85 each; 9%, \$2.25; 15, \$2.10; 16, \$2.10; 17, \$2.25; 18, \$2.25; 18, \$2.25; 19, \$2.40. Block-Bailey, No. 9½, \$1.85 each; 9%, \$1.95; 61, \$1.85; 65, \$2.45; 100, 45c; 101, 40c; 102, 65c; 103, 90c; 110, 85c; 120, \$1.36; 180, \$1.40; 181, \$2.25; 5%, \$1.20; 220, \$1.40. Iron, Bailey, No. 2, 2 C, \$3.25 each; 3, 8 C, \$3.40; 4, 4 C, \$3.75; 4½, 4½ C, \$4.25; 5, 5 C, \$4.25; 5½, 5½ C, \$5.00;</td></t<>	inch, 35c; 2 inch, 45c. PIPE, STOVE—29 Gauge, Nested. Full Joints—Sise 3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 50c; 7-inch, 40c. 3-inch Japan, 30c joint; 4-inch, 35c; 5-inch, 45c. 3-inch Galvanized, 40c joint; 4-inch, 45c. 1-inch, 20c. Half Joints—5-inch, 15c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint. For future delivery, prices withdrawn. PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00. PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50. PLANES—Block-Bailey, No. 9½, \$1.85 each; 9%, \$2.25; 15, \$2.10; 16, \$2.10; 17, \$2.25; 18, \$2.25; 18, \$2.25; 19, \$2.40. Block-Bailey, No. 9½, \$1.85 each; 9%, \$1.95; 61, \$1.85; 65, \$2.45; 100, 45c; 101, 40c; 102, 65c; 103, 90c; 110, 85c; 120, \$1.36; 180, \$1.40; 181, \$2.25; 5%, \$1.20; 220, \$1.40. Iron, Bailey, No. 2, 2 C, \$3.25 each; 3, 8 C, \$3.40; 4, 4 C, \$3.75; 4½, 4½ C, \$4.25; 5, 5 C, \$4.25; 5½, 5½ C, \$5.00;
479	6. 6 C, \$5.65; 7, 7 C, \$6.40; 8, 8C, \$7.65. Iron, Stanley, No. 602, 602 C, \$3.50 each; 603, 603 C, \$3.85; 604, 604 C, \$4.25; 604 ½, 604 ½, C, \$4.85; 605, 605 C, \$4.85; 605 ½, 605 ½, C, \$5.25; 606, 606 C, \$6.25; 607, 607 C, \$7.25; 608, 608 C, \$8.50. All Wood, Plain, 3W, \$1.10 each; 15W, \$1.25; 21W, \$2.25; 27W, \$2.50. Razee, 5W, \$2.25; 17W, \$1.50; 23W, \$2.25; 29W, \$3.00. Wood Bottom, Bailey, No. 22, \$2.35 each; 23, \$2.35; 24, \$2.35; 26, \$2.60; 27, \$2.85; 28, \$3.25; 29, \$3.40; 30, \$3.50; 31, \$3.60; 32, \$3.85; 35, \$2.85; 36, \$3.25. Rabbet, No. 10, \$5.40 each; 10½, \$4.50; 75, 60c; 90, \$3.25; 92, \$3.25; 93, \$4.00; 190, 191, 192, \$2.15. PLIERS—Bernard's, No. 100, 4½-inch, 80c each; 5½-inch, \$1.00; 6½-inch, \$1.25. No. 102, 4½-inch, \$1.25. No. 101, 4½-inch, 50c; 5½-inch, \$1.75; 6½-inch, \$1.25. No. 104, 4½-inch, \$1.50; 5½-inch, \$1.75; 6½-inch, \$1.00; 6½-inch, \$1.25. No. 104, 4½-inch, \$0c; 5-inch, \$1.05. No. 104, 4½-inch, 75c; 5-inch, 90c. No. 104, 4½-inch, 90c; 5-inch, \$1.05. No. 106, 4½-inch, \$2.00 each; 7-inch, \$2.25; 8-inch, \$2.75; 9-inch, \$3.00. PLUGS—Spark—\$1.00 each. PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00,
each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each. PIPE FITTINGS—Price, each.	9-inch, \$3.00. PLUGS—Spark—\$1.00 each. PLUGS—Spark—\$1.00 each. PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 3, \$1.75; 18, \$2.10; 25, \$2.85; 30, \$2.15; 35, \$2.85; 45\frac{1}{2}, \$3.00; 90, \$2.75; 93, \$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, 60c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518, \$2.50; 6524, \$3.00. POINTS & CHUCKS— For 30 and 31. \$.75

RETAIL SELLING PRICES-Continued.

Takmen's Drenaud Waw E annes ORs sack: 1 manual 70s.	
Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c;	Each S04 B, 824 B 18.00 Regulation Police 21.00
2 pound, \$1.40; 5 pound, \$8.00. Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart	848, 858 13.00 1908 Hand Ejector 21.00
\$1.25.	848 B, 858 B 18.50 88 S. & W. Perfected. 20.00 844, 854 18.50 1908 Military 24.50
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;	844 B, 854 B 14.00 1911 Target 22.50
1 O Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, POLISHES—Continued. Shoe, Satinola, 15c.	Smith & Wesson New Departure 88 20.00
POLISHES—Continued. Shoe, Satinola, 15c.	1905 Military, Police. 22.00
Satinola, 15c. Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk,	RIVETS—Sicted Clinch, Coppered Steel—No. 9, 10c box; 98, 10c box.
20c: 2 Black Eagle, 20c; 10 E Enameline, 15c.	Tinners', in Papers—Black: Plus 10%; tinned, plus 10%.
Paste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c; 20 Black Silk, \$1.85; 01 Black Eagle, 30c; 95 Black Eagle, \$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black	Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c; 8½, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c.
\$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black	RIFLES-No. and Model- 16 A TD-Standard 32.75
Jack, 15c; 1 Rising Sun, 15c. POTS—Fire	Daisy Air Each Stevens
Gasoline, C. & L. 8 Quart. 1.10	25
5 18.50 12 Quart 1.50	3 2.65 Marksman 6.50
21 12.00 16 Quart 1.75 71 14.50 Tin—	80
72 18.50 4 Quart 3.55	12 1.85 Winchester
221 17.50 6 Quart65 Watering Galvanised 8 Quart85	2.25 1886 SF—Round Brl 36.00
4 Quart	5 2.65 1890 TD—Oct'gn F'cy 48.50 21 TD—Oct'gn Plain 22.50
PULLERS—Nail—Rex, \$1.45 each; Rex. Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.	22 1.50 1892 SF—Round Brl. 25.50
	Marlin SF—Octagon Brl. 27.00 20 TD—Octagon Brl. 17.50 SF—Carbine 24.00
PULLEYS—Brass Screw, No. 350, 1/2-inch, 10c each; 1/4, 10c each; 1/4, 10c each; 1/4, 25c each; 1/4, 35c	20 TD—Octagon Brl. 17.50 27 TD—Round Brl. 20.50 TD—Octagon Brl. 23.00 1897 TD—Round Brl. 15.50 1897 TD—Round Brl. 21.50 TD—Octagon Brl. 23.50
each; %, 10c each; 1, 15c each; 1%, 25c each; 1%, 85c each. No. 870, %-inch, 25c each; 1, 35c each. Brass Side, No. 1150, %-inch, 15c each; %, 20c each. No.	29 TD—Round Brl. 15.50 SF—Octagon Brl. 29.50
1170, ½-inch, 25c each; ½, 25c each. Brass Upright, No. 500, 25c each. Clabber liver, No. 610, 2 15c each. 244, 20c each; 660, 15c.	1897 TD—Round Brl 21.50 SF—Carbine 25.50 TD—Octagon Brl. 23.50 TD—Octagon Brl. 35.25
Brass Upright, No. 500, 25c each. Clothes Lines, No. 610, 2 15c each, 2½ 20c each; 660, 15c	
each: 670 15c each: 1610, 2 15c each, 2 % 25c each: 1000.	4 TD—Octagon Brl. 11.00 1895—Gov't model . 41.00
20c each; 1670, 20c each; 6350 G, 30c each; 6500, 45c each. Hay Fork, No. 1267, 60c each; 692, 60c each; 796, 75c	8 4 TD-Round Brl. 45.00 1902 TD-22 7.50
each; 46, 85c each; 1651, \$1.95 each.	TD Octagon Rel 20.20 TD—Fancy 56.00
PULLEYS—Frame—No. 4 Ottumwa per dos., 65c; No. 5,	14 A TD—Standard 82.85 1900 1D
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c. PUMPS—P. S.—1, \$3.00; 2, \$3.40; 8, \$3.85; 4, \$4.25.	TD—Carbine 32.75 1907 TD 40.00 ROPE—Cotton Thread—Size 3-16, 75c lb.; 1/4 to 5-16, 75c;
PUTTY—Per lb., 10c.	3/ 40 3/ 750 1/4 to 1, 70C.
RAIL (HOUSE DOOR)— Prouty	Mania-Base, 450 ib Bleat, Date, 600 ib.
No. 5	RULES, BOXWOOD-Lufkin Stanley-No. 171, (86) 85c each;
Richards-Wilcox No. Foot No. Foot	RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each;
9\$.12 16,019\$.50	(32½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c;
182, 0132	702 (18) 40c; 751 (61) .30c; 752 (70) 40c; 702 (18) 40c; 751 (62) 80c; 861
KASPS—File wood, 8 inches long, 500 each, 10, 100, 12,	
90c: 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12,	A (53½) \$1.15; 871 (52) 75c; 881 (54) 85c; 981 (66½)
90c; 14, \$1.80; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.85; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, 21, 25, 14, \$1.80, 16, \$2.00.	RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36 ½) 70c; 378 (3) \$1.15; 386 (82) 70c; 388 (32 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (62) 80c; 861 A (53 ½) \$1.15; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 3881 (66 ½) \$1.40; 762 Block Research
RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75e; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00. RAZORS (SAFETY)— Eveready	A (58½) \$1.15; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmiths, \$1.00 each; 1
RAZORS (SAFETY)— Eveready No. No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; smith 75c; 041, 4642, 82, 25; 4144, 4644, \$3.00.
RAZORS (SAFETY)— Eveready No. 700, each\$1.00 706 B, Blades, Pkg\$.40	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; smith 75c; 041, 4642, 82, 25; 4144, 4644, \$3.00.
RAZORS (SAFETY)— Eveready No. 700, each\$1.00 706 B, Blades, Pkg\$.40 2, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; smith 75c; 041, 4642, 82, 25; 4144, 4644, \$3.00.
RAZORS (SAFETY)— Eveready No. 700, each\$1.00 706 B, Blades, Pkg\$.40 2, each\$00 Gem 800, each\$1.00 800 B, Blades, Pkg\$.50 Enders	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; smith 75c; 041, Pocket, 20c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), \$0c; 8525 (405 F), 65c; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8525 (405 F), 50c; 8615 (105), 75c;
RAZORS (SAFETY)— Eveready No. 700, each\$1.00 706 B, Blades, Pkg\$.40 2, each\$00 Gem 800, each\$1.00 800 B, Blades, Pkg\$.50 Enders	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.
RAZORS (SAFETY) — Eveready No. No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 808 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8513 (08) F, 0c; 8516 (06), 80c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON—
RAZORS (SAFETY) Eveready No. No. 700, each \$1.00 706 B, Blades, Pkg\$.40 2, each 3.00 Gem 800, each 1.00 800 B, Blades, Pkg	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8513 (08) F, 50c; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. \$28WS, DISSTON— No. 18-ia. 20-ia. 22-ia. 34-ia. 36-ia. 21-ja. 7. \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60
RAZORS (SAFETY) Eveready No. No. 700, each \$1.00 706 B, Blades, Pkg\$.40 2, each 3.00 Gem 800, each 1.00 800 B, Blades, Pkg50 Enders 900, each 1.00 900 B, Blades, Pkg25 Durham Domino 1000, each 1.00 1000 B, Blades, Pkg50 Gillette 00, each 6.50 480, each 5.00 450, each 5.00 5.00	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. 284WS, DISSTON— No. 18-ia. 20-ia. 22-ia. 24-ia. 26-ia. 28-ia. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.60 D.8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; smith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 190 \$2.00 \$2.15 \$2.25 \$2.85 \$3.10 D-8 & 1874 2.25 2.50 2.60 2.70 2.85 3.10 16 2.25 2.50 2.60 2.70 2.85 3.10
RAZORS (SAFETY) Eveready No. 700, each \$1.00 706 B, Blades, Pkg\$.40 2, each 3.00 Gem 800, each 1.00 800 B, Blades, Pkg50 Enders Enders 900, each 1.00 900 B, Blades, Pkg35 Durham Domino 1000, each 1.00 1000 B, Blades, Pkg50 Gillette Gillette 5.00 460, each 5.00 500, each 5.00 460 B, each 5.00 500 B, each 6.00 470, each 5.00 501, each 5.00 501 B, each 6.00 6 X B Blades, Pkg50	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 28-in. 7. \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.60 D. 8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 18 2.70 2.85 3.05 3.25 3.25 3.60 3.70 12 2.70 2.85 3.05 3.25 3.60 3.85 3.60 3.85 3.50
RAZORS (SAFETY) Eveready No. 700, each \$1.00 706 B, Blades, Pkg. \$40 2, each 3.00 Gem 600 B, Blades, Pkg. 50 800, each 1.00 800 B, Blades, Pkg. .50 900, each 1.00 900 B, Blades, Pkg. .25 Durham Domino 1000, each 1.00 1000 B, Blades, Pkg. .50 Gillette 6.50 480, each 5.00 460, each 5.00 500, each 5.00 460 B, each 5.00 500, each 5.00 470, each 5.00 501, each 5.00 501 B, each 6.00 6 X B Blades, Pkg. .50 12 X B Blades, Pkg. 1.00 Anto Strop	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 21-in. 20-in. 21-in. 26-in. 21-in. 20-in. 21-in. 26-in. 21-in. 21-
RAZORS (SAFETY) Eveready No. 700, each \$1.00 706 B, Blades, Pkg. \$40 2, each 3.00 Gem 600 B, Blades, Pkg. 50 800, each 1.00 800 B, Blades, Pkg. .50 900, each 1.00 900 B, Blades, Pkg. .25 Durham Domino 1000, each 1.00 1000 B, Blades, Pkg. .50 Gillette 6.50 480, each 5.00 460, each 5.00 500, each 5.00 460 B, each 5.00 500, each 5.00 470, each 5.00 501, each 5.00 501 B, each 6.00 6 X B Blades, Pkg. .50 12 X B Blades, Pkg. 1.00 Anto Strop	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. \$1.90 \$2.00 \$2.15 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.0 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.65 \$2.50 \$2.65 \$3.25 \$3.65 \$3.25 \$3.65 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.50 \$2.65 \$3.25 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.55 \$2.55 \$3.
RAZORS (SAFETY) Eveready No. 700, each \$1.00 706 B, Blades, Pkg. \$.40 2, each 3.00 Gem 600 B, Blades, Pkg. .50 800, each 1.00 800 B, Blades, Pkg. .25 Durham Domino 1000 B, Blades, Pkg. .50 1000, each 1.00 1000 B, Blades, Pkg. .50 460, each 5.00 480, each 5.00 460 B, each 5.00 500, each 5.00 470, each 5.00 501, each 5.00 501 B, each 6.00 6 X B Blades, Pkg. .50 1, set 5.00 2541, set 5.00 15, set 6.00 600 B Blades, Pkg. 1.00 25, set 6.50 600 B Blades, Pkg. 50	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$4.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 13-ia. 20-ia. 23-ia. 24-ia. 26-ia. 21p. No. 13-ia. 20-ia. 23-ia. 24-ia. 26-ia. 21p. No. 285 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.87 2.85 3.05 3.25 3.65 3.25 3.65 D.20 & 385 3.05 3.25 3.65 D.20 & 385 3.05 3.25 3.55 D.20 & 385 3.05 3.25 3.55 D.20 & 385 3.05 3.25 3.50 2.60 2.70 2.85 3.50 D.20 & 385 3.05 3.25 3.50 D.20 D.20 D.20 D.20 D.20 D.20 D.20 D.2
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Ripolated Proceedings of the control of the
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Ripolated Proceedings of the control of the
RAZORS (SAFETY)— Evereacy No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Ripolated Proceedings of the control of the
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 21.00
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8516 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. 23-in. No. 21-in. 22-in. 22-in. 24-in. 26-in. Rip. No. 31-90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.50 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.65 2.85 3.05 3.25 3.45 3.70 12 2.85 2.50 2.65 2.85 3.05 3.25 3.45 3.70 12 2.85 2.50 2.65 2.85 3.05 3.25 3.50 D-20 & 38 2.5 2.50 2.65 2.85 3.05 3.25 3.50 D-20 & 38 2.5 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.15 3.5 3.5 3.60 3.75 4.00 D-115 & 15. 3.85 3.60 3.95 3.55 3.50 SAWS—One Man— Simonds Simonds Simonds Disston 64 10.80 6 6.50 74 13.00 64 7.30 Chinock C.O. Ohinock C.O. 645 7.30 Chinock C.O. Ohinock C.O. 645 7.30 Chinock C.O. 744 13.25 7 8.15 744 9.50
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 13-in. 20-in. 22-in. 24-in. 26-in. Rip No. 13-in. 20-in. 22-in. 24-in. 26-in. Rip No. 2.85 2.50 2.60 2.70 2.85 32.60 2.85 32.50 2.60 2.70 2.85 32.50 2.60 2.70 2.85 32.50 2.60 2.70 2.85 3.10 12 2.87 2.85 2.95 3.05 3.25 3.45 3.70 112 2.80 2.95 3.05 3.25 3.65 3.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.60 3.85 12 2.70 2.85 3.05 3.25 3.65 3.85 0.20 2.95 3.05 3.25 3.50 0.20 2.95 3.05 3.25 3.50 0.20 2.95 3.05 3.25 3.50 0.20 2.95 3.05 3.25 3.50 0.20 2.95 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 0.20 0.20 0.20 0.20 0.20 0
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip No. 18-in. 20-in. 32-in. 24-in. 26-in. Rip No. 31-90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.05 \$2.85 \$3.00 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 3.75 3.25 3.45 70 12 2.85 2.50 2.65 2.85 3.05 3.25 3.50 D-21 & 22 3.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-115 & 15 3.80 3.90 4.05 4.20 4.40 4.65 SAWS—One Man— Simonds Disston Simonds Felling same price as Royal Chinook C.O. Chinoek C.O. Atkins No. 400 and 401—23 in. 36.85 22 in. 4.46
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 13-in. 20-in. 22-in. 24-in. 26-in. Rip No. 13-in. 20-in. 22-in. 24-in. 26-in. Rip No. 13-in. 20-in. 31-in. 30-in. 32-in. 24-in. 26-in. Rip No. 285 2.50 2.60 2.70 2.85 32.60 2.60 2.70 2.85 32.60 2.60 2.70 2.85 32.60 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 2.95 3.05 3.25 3.45 3.70 112 2.80 2.95 3.05 3.25 3.65 3.85 0.20 0.20 2.85 3.05 3.25 3.60 3.85 0.20 2.95 3.05 3.25 3.65 3.55 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 2.85 3.05 3.25 3.50 0.20 0.20 0.20 0.20 0.20 0.20 0.20 0
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8516 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 13-ia. 20-ia. 23-ia. 24-ia. 26-ia. Rip No. 13-ia. 20-ia. 23-ia. 24-ia. 26-ia. Rip No. 13-ia. 20-ia. 23-ia. 24-ia. 26-ia. Rip No. 285 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 2.95 3.05 3.25 3.45 3.70 112 2.80 2.95 3.00 3.85 3.65 3.25 3.45 3.70 12 2.80 2.95 3.20 3.85 3.65 3.25 3.50 120 3.15 3.25 3.65 2.85 3.05 3.25 3.50 120 3.15 3.25 3.65 2.85 3.05 3.25 3.50 2.60 2.70 2.85 3.50 120 3.15 3.25 3.40 3.60 3.75 4.00 120 3.15 3.25 3.40 3.60 3.75 4.00 120 3.15 3.25 3.40 3.60 3.75 4.00 120 3.15 3.25 3.40 3.60 3.75 4.00 120 3.15 3.85 3.40 3.60 3.75 4.00 120 3.15 3.85 3.60 3.85 3.25 3.50 3.50 3.25 3.50 3.50 3.55 3.50 3.55 3.55 3.50 3.55 3.55
RAZORS (SAFETY)— Eveready No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-ia. 20-ia. 22-ia. 24-ia. 26-ia. 21-ia. 20-ia. 22-ia. 24-ia. 26-ia. 21-ia. 20-ia. 22-ia. 24-ia. 26-ia. 21-ia. 26-ia. 28-ia. 26-ia. 26-i
RAZORS (SAFETY)— Evereacy No. 700, each	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8516 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. \$1.90 \$2.00 \$2.15 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$1.00 \$1.00 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.6 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.6 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.6 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.2 \$2.2 \$2.50 \$2.65 \$2.85 \$3.65 \$2.85 \$3.60 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.2 \$2.2 \$2.50 \$2.65 \$2.85 \$3.05 \$2.25 \$2.85 \$2.60 \$2.70 \$2.85 \$3.10 \$1.2 \$2.2 \$2.50 \$2.65 \$2.85 \$3.05 \$2.25 \$2.85 \$2.60 \$2.70 \$2.85 \$3.10 \$2.25 \$2.2
RAZORS (SAFETY)	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. \$1.90 \$2.00 \$2.15 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.0 \$1.0 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 \$1.2 \$2.2 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$4.6 \$3.70 \$1.12 \$2.2 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.0 \$1.2 \$2.2 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.0 \$1.2 \$2.0 \$3.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.0 \$1.2 \$2.0 \$3.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.0 \$1.2 \$2.0 \$3.85 \$3.05 \$3.25 \$3.60 \$3.85
RAZORS (SAFETY)	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. To. \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.05 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$3.10 \$2.85 \$3.05 \$3.25 \$3.45 \$3.60 \$3.85 \$3.10 \$2.85 \$3.05 \$3.25 \$3.45 \$3.05 \$3.25 \$3.50 \$3
RAZORS (SAFETY)	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 21-in. 20-in. 21-in. 24-in. 26-in. 21-in. 20-in. 21-in. 24-in. 26-in. 21-in. 20-in. 21-in. 24-in. 26-in. 21-in. 21-in. 26-in. 21-in. 21-in. 26-in. 28-in. 28-
RAZORS (SAFETY)	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-ia. 20-ia. 22-ia. 24-ia. 26-ia. 22-ia. No. 18-ia. 20-ia. 22-ia. 24-ia. 26-ia. 22-ia. 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.97 0.85 3.05 3.25 3.45 3.70 12 2.90 2.95 3.20 3.85 3.65 3.85 3.70 12 2.80 2.95 3.20 3.85 3.65 3.85 3.70 12 2.80 2.95 3.20 3.85 3.65 3.85 3.70 12 3.50 2.65 2.85 3.05 3.25 3.50 D-10 3.50 2.65 2.85 3.05 3.25 3.50 D-10 3.50 2.65 2.85 3.05 3.25 3.50 20 0. 3.15 3.25 3.40 3.60 3.75 4.00 D-115 \$15 . 3.85 4.00 64 1.08 6 6.50 444 ft. 3.85 4.00 64 1.08 6 6.50 Atkins No. 400 and 401—28 ia. 5.50 24 ia. 5.50 20 ia. 2.50 25 ia. 5.50 20 ia. 2.50 26 ia. 3.90 18 ia. 3.50 26 ia. 3.90 18 ia. 3.50 26 ia. 3.90 20 ia. 3.50 27 28 3 28 3.00 3.50 28 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3
RAZORS (SAFETY)	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8516 (06), 80c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 2.70 \$2.85 \$1.0 16 2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 16 2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 16 2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$1.0 12 2.70 \$2.85 \$3.10 12 2.80 \$2.95 \$3.20 \$3.25 \$3.45 \$3.70 112 3.80 \$2.95 \$3.20 \$3.25 \$3.60 \$3.85 \$3.50 120 \$3.15 \$3.25 \$3.25 \$3.50 120 \$3.15 \$3.25 \$3.25 \$3.50 120 \$3.15 \$3.25 \$3.25 \$3.50 120 \$3.15 \$3.25 \$3.25 \$3.50 120 \$3.15 \$3.25 \$3.25 \$3.50 2.60 \$3.75 \$4.00 120 \$3.15 \$3.25 \$3.05 \$3.25 \$3.50 120 \$3.25 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50 \$3.50

Shavings Forks. 806L 2.15 LY5

RETAIL SELLING PRICES-Continued.

Solitable Soli				
88	SAWS-Continued, Hand-	Atkins No. 66 and 67-	D Handle, No. 1 A F. \$1.90	each: 2. \$2.00: 8. \$2.00: 4
88	38 im\$8.60	22 in 2.65	\$2.15; 5, \$2.25; 6, \$2.40; 7,	\$2.50; 8, \$2.60; 9, \$2.75; 10
88	26 in 8.15	20 in 2.50	\$2.90; 742, \$2.25; 748, \$2.40	; 744, \$2.50; 745, \$3.60; 746
88	34 13 3.90	18 in 3.30	\$2.75; 747, \$2.90; 748, \$3.00	; 749, \$8.15 ; 750, \$8.35 .
## 15	Atkins No. 70-	99 in 910	The rast liffers in the name	er of a scoop shows its size.
20 23 16 16 23 24 16 25 25 26 26 26 26 27 27 27 27	26 in 2.40	33 12 3.10 20 in 196	BUREWS Iron Benon-	114 1.40
20 23 16 16 23 24 16 25 25 26 26 26 26 27 27 27 27	34 13 2.20	18 in 1.77	74 1.10	14
20 23 16 16 23 24 16 25 25 26 26 26 26 27 27 27 27	No. 5 Simonds, No. 12 Disa-		1 1.20	14 2.25
Street S	ton or No. 59 Atkins.	26-inch 3.85	Wood Hand-	
Desmand, no. D8	20-inch	28-inch 4.25	6 inch	14 inch 1.19
Disston or No. 51 20-inch Ailians. 21-50 25-inch 27-52 25-inch 27-52 25-inch 27-52 25-inch 27-52 25-inch 27-52 25-inch 25-52 25-inch	No. 6 Simonda No. 700		8 inch	
20-inah	Dission or No. 51	22.inch 2.50	10 Men	
20-inch		24-inch 2.65		50 mon
## 15-11-12-12-12-12-12-12-12-12-12-12-12-12-	20-inch	26-inch 2.75		No. 8 1.65
BCHENG 1.00	33-inch 2.75	28-inch 8.25	No. 1 1.35	No. 4 2.00
28-1105 25-	24-inch 2.85	No. 4 Simonds or No. 120	No. 2 1.50	No. 5 23.50
Solition No. District Solition Solit	28-inch 8.60	Disston.		Plat III But Small Owent
38-insh	80-inch	26-inch\$4.00	Full Pice Pice	5c Dover to \$1.00 List
38-insh	No. DIOO or No. D20	28-inch 4.25	FH Brt60% 50%	10c Dosen to 2.00 List
Second S	Disston.		FH Bl60% 50%	15c Dozen to 8.00 List
Back 12 in 2.30 Databace No. 10, 16 in 1.20 Back 12 in 2.30 Step 10 in 1.50 Back 12 in 3.50 Step 10 in 1.50 Back 20 in 8.00 23 in 1.50 Back 20 in 8.00 23 in 1.50 Back 20 in 8.00 23 in 1.50 Kidshen No. 2, 13 in 4.50 Step 10 in 1.50 Back 20 in 8.00 Step 10 in 1.50 Back 20 in 8.00 Step 10 in 1.50 Back 20 in 1.50 Back 20 in 1.50 Mitts 24 in 3.50 It in 70 Mitts 24 in 3.50 It in 70 Mitts 24 in 3.50 It in 70 Mitts 24 in 3.50 It in 1.50 Back 20 in 1.	26-inch	36-inch	RH Bl60% 50%	30c Dosen to 4.00 List
13 fa	35-Inch 3.50	28-inch 8.50	EH Nic50% 40%	35c Dozen to 5.00 List
13 fa	Back 14 in 2.50	18 in	TH Res. 2006 9006	85e Dosen to 700 Ties
13 fa	Back 18 in 2.78	30 in 1.50	RH Rrs 20% 20%	Retail
13 fa	Back 20 in 8.00	32 m 1.65		Contr's. by dos.
13 fa	Back 22 in 8.25	Kitchen No. 2, 13 in45	Lag	list Plus 25%
18	Compass No. 2, 10 III00	14 1B	Uap V. inread	list Plus 25%
18 in	14 in	Mitre 24 in 2 KO	Set	list Plus 25%
10 Simonts or No. 7 28 in. 4.26 10 10 10 10 10 10 10 1	16 in	26 in 8.75	Machine Iron 80% off list.	
## OLAMPS — Stearns	No. 10 Simonds or No. 7	38 in 4.25	Machine Brass	list Plus 20%
## OLAMPS — Stearns		80 in 5.00	Russ for Machine Screws-	Iron, add suys to Last PT108;
## OLAMPS — Stearns	18-inch 100	Mest Complete No. 8. 1.50	Bench—Iron—1-inch. \$1.00	: 114-inch. \$1.35; 114-in.
## OLAMPS Steams	Buck-		\$1.50; 11/2-inch, \$2.25. W	ood-2-inch, \$1.25.
## OLAMPS — Stearns	Com Sgl Brace V tooth	1.00	SCREW DRIVERS-Yankee-	-80, \$2.00 ; 81, \$3.75 ; 85,
## OLAMPS — Stearns	Com Dhi Brace Trittle tooth	1 72	81.50; 180, \$2.25; 181, \$2.9	U. 867—186 850: 8 400: 4 450
Sand G. S. 2. \$1.00 Spec Morrill 1.00 Spec Morri	NAW CLAWPS States	1.75. 0 91.00: 105 99.50	SCYTHES-Bush-	
Sand G. S. 2. \$1.00 Spec Morrill 1.00 Spec Morri	200. \$1.50: Went. 2. 22.50	Perfection \$1.00: No. 10	No. Each	
Sand G. S. 2. \$1.00 Spec Morrill 1.00 Spec Morri	\$1.50; N88, \$2.00; No. 11 w	th guide, \$8.25.	400\$1.90	450\$1.90
Spec. Morrill.	DV A DRID			950 100
10 Morrill 1.00	None Warring	Uolonial 1.25		000 1.90
1 Morrill 1.00	105 Morrill 1.10		200 1.90	100 1.90
77	1 Morrill		250 1.90	150 1.90
77	10 1.00		STEEL-Mild-See Iron. Too	l, 20e; Drill, Com., 20c.
Morrill No. 8. \$1.26 Morin No. 2. \$2.55 Baker No. 8. \$1.26 Morin No. 24. \$2.55 SAW TOOLS— Olipper Outfits. \$7.5 Morin No. 8. \$1.00 Setting Tool Disaston—No. 100. \$1.55 No. 4 Setting Blocks—No. 100. \$1.55 No. 100.	77			—A0184%, \$2.00 each; A0135,
Baker No. 3	A Utt-	Warrin Wa 9	#2.00 esca. Forks Reriew—Roiss \$2.00	each: B0505, \$2.75: BolsD
Cityper Outfit	Baker No. 8 2 es	Morin No. 214 975	\$2.00: Bo5oD. \$2.75.	, 2000, 40, 20202,
Clipper Outfit		Morin No. 8 1.00	Forks, Barn or Ensilage-No	. 508, \$2.50 each; 510, \$2.75.
Morin Raker Gauge	Clipper Outfit\$.75	Setting Tool Disston-	Forks. Hay-No. o 8154 1/2 B	3, \$1.60 each; o 8155B, \$1.65
No. 1 1.00 No. 4 Sterling Blocks—No. 1.55 No. 4 Sterling Blocks—No. 6 1.85 No. 9 1.50 No	Morin Raker Gauge	No. 100	- 91 <i>6</i> 21/ 6 0 00	
5-M Tooth Gauge 15 Atkins Excelsior 150 Jointers Pikes Perf 80 Atkins Excelsior 155 Jointers No. 7 Sterns .65 SOALES—Family, No. 11021, \$2.50 each; 1102, \$2.25 each. Peddlers, No. 101, \$4.00 each; 108, \$4.00 each; 116, \$4.00 each; 485E, \$4.00 each, 108, \$4.00 each; 108, \$4.00 each; 808, \$5.50 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 808, \$5.50 each. SCISSORS—Cast, No. 10, \$5c each; 44, 7½-inch \$5c, \$½-inch 25c, 4½-inch 35c, 5½-inch 35c, 5½-inch 35c, 6½-inch 3	No. 1 1.00	No. 4 Blocks Works 100	0 5100%, #3.UU. Forks Header—Rol5414	\$2.25 each: Ro155. \$2.25:
5-M Tooth Gauge 15 Atkins Excelsior 150 Jointers Pikes Perf 80 Atkins Excelsior 155 Jointers No. 7 Sterns .65 SOALES—Family, No. 11021, \$2.50 each; 1102, \$2.25 each. Peddlers, No. 101, \$4.00 each; 108, \$4.00 each; 116, \$4.00 each; 485E, \$4.00 each, 108, \$4.00 each; 108, \$4.00 each; 808, \$5.50 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 808, \$5.50 each. SCISSORS—Cast, No. 10, \$5c each; 44, 7½-inch \$5c, \$½-inch 25c, 4½-inch 35c, 5½-inch 35c, 5½-inch 35c, 6½-inch 3	No. 0 1.85	Swages No. 0 Disst. A.60	Ro155 4. \$2.25: Ro156. \$2	.85; Ro164 14, \$2.40; Ro165.
5-M Tooth Gauge 15 Atkins Excelsior 150 Jointers Pikes Perf 80 Atkins Excelsior 155 Jointers No. 7 Sterns .65 SOALES—Family, No. 11021, \$2.50 each; 1102, \$2.25 each. Peddlers, No. 101, \$4.00 each; 108, \$4.00 each; 116, \$4.00 each; 485E, \$4.00 each, 108, \$4.00 each; 108, \$4.00 each; 808, \$5.50 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 808, \$5.50 each. SCISSORS—Cast, No. 10, \$5c each; 44, 7½-inch \$5c, \$½-inch 25c, 4½-inch 35c, 5½-inch 35c, 5½-inch 35c, 6½-inch 3	Atkins Raker Sware 40	Swages, Whitings 1.00	\$2.50; Ro165 14, \$2.50; F	to166, \$2.60; So155, \$2.25;
Jointers Pikes Perf 60 Akkins Excelsior	5-M Tooth Gauge15	Atkins Rex 1.00	80155 %, \$2.85.	
SOINERS—Family, No. 11021, \$2.50 each; 1102, \$2.25 each, Peddlers, No. 101, \$4.00 each; 108, \$4.00 each; 115, \$4.00 each; 101, \$4.00 each; 108, \$4.00 each; 115, \$4.00 each; 85E, \$4.00 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 508, \$5.50 each. SOIRSORS—Cast, No. 10, \$5c each; 44, 7½-inch 85c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 20c; 255, 4-inch 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; asc, No. 4 B H, \$1.10 each; 5 B H, \$1.15; 4 R, \$1.20; 654½, \$2.50; 044½, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156½, \$1.10; 578, \$1.30; 364, \$1.10; 364½, \$1.10; 566, \$1.20; 366, \$1.	Jointers Pikes Perf60	Atkins Excelsior75		1.DU 08CD; 05DX, \$1.6U; 05D, 9.2K, 447, \$1.00, 448, \$1.6K,
SOISSORS—Cast, No. 10, 85c each; 44, 7½-inch 85c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 25c, 4½-inch, 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 850, 60c. Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1,15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 54½, \$1.00; 155½, \$1.05; 155½, \$1.05; 56½, \$1.05; 365, \$1.20; 366, \$1.20; 468, \$1.00; 468½, \$1.10; 364½, \$1.10; 578, \$1.30; 364, \$1.10; 364½, \$1.10; 578, \$1.30; 578, \$1.30; 364, \$1.10; 364½, \$1.00; 468½, \$1.05; 578, \$1.30; 578½, \$1.574½, \$1.20; 768½	Jointers No. 7 Sterns .65	0.50	#1.70; 00DA, #1.70; 00D, #	64 4 X. \$1.75: 644 4 XZ. \$1.85:
SOISSORS—Cast, No. 10, 85c each; 44, 7½-inch 85c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 25c, 4½-inch, 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 850, 60c. Niss, No. 4 B H, \$1.10 each; 5 B H, \$1.15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 55½, \$1.05; 155½, \$1.05; 155½, \$1.05; 155½, \$1.05; 155½, \$1.05; 155½, \$1.05; 155½, \$1.05; 365, \$1.20; 366, \$1.20; 468, \$1.00; 468½, \$1.05; 364, \$1.10; 578, \$1.30; 564½, \$1.574½, \$1.00; 468½, \$1.05; 578, \$1.30; 578, \$1.30; 578, \$1.35; 574½, \$1.20; 768, \$1.20; 768½, \$1.00; 764, \$1.10; 378, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.00; 778, \$1.25; 816, \$1.20; 768½, \$1.20; 7	Peddlers No. 101 \$4.00 acre	2.50 68ch; 1102, \$2.25 each.	044X. \$1.40: 044 %X. \$1.50:	044 %, \$1.50; 054 % X, \$1.75:
SOISSORS—Cast, No. 10, 85c each; 44, 7½-inch 85c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 25c, 4½-inch, 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 850, 60c. Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1,15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 54½, \$1.00; 155½, \$1.05; 155½, \$1.05; 56½, \$1.05; 365, \$1.20; 366, \$1.20; 468, \$1.00; 468½, \$1.10; 364½, \$1.10; 578, \$1.30; 364, \$1.10; 364½, \$1.10; 578, \$1.30; 578, \$1.30; 364, \$1.10; 364½, \$1.00; 468½, \$1.05; 578, \$1.30; 578½, \$1.574½, \$1.20; 768½	each: 485E, \$4.00 each.	, 100, \$4.00 each; 110, \$4.00	054 14, \$2.15; 064 14 X, \$2.1	5; 064%, \$2.25.
SOISSORS—Cast, No. 10, 85c each; 44, 7½-inch 85c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 25c, 4½-inch, 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 850, 60c. Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1,15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 54½, \$1.00; 155, \$1.05; 155½, \$1.05; 156½, \$1.20; 366, \$1.20; 468, \$1.00; 468½, \$1.00; 468½, \$1.00; 578, \$1.30; 578, \$1.30; 578, \$1.30; 578, \$1.30; 578, \$1.30; 578, \$1.15; 574½, \$1.20; 768, \$1.20; 768½, \$1.00; 764, \$1.10; 578, \$1.30; 764, \$1.10; 814½, \$1.10; 814½, \$1.10; 773½, \$1.00; 773½, \$1.00; 764, \$1.10; 814½, \$1.25; 816, \$1.20; 815½, \$1.25; 816, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. Potato Forks. Figh Forks. Rivesid. Hoss, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60, 810; 4PM, 50c; 4P, \$1.25; 6PM, 55c; 8B, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; 8B, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; 8B, 60c; 4P, \$1.00; 4PM, 75c. Hooks, Occ. 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; 8B, 60c; 4P, \$1.00; 4PM, 75c. Hooks, Occ. 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; 8B, 60c; 4P, \$1.00; 4PM, 75c. Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFM, \$1.25; 6GNR, \$1.35; 6GNR, \$1.55; 6GNR, \$1.35; 6GNR, \$1.55; 6GNR, \$1.5		each: 202, \$4.50 each: 808.	Forks, Spading-No. B4D. \$	1.10 each; LDX, \$1.50; oLDX,
SOISSORS—Cast, No. 10, 35c each; 44, 74-inch 35c, 84-inch 40c; 240, 4-inch, 25c, 44-inch, 20c; 255, 4-inch 25c, 44-inch 30c, 5-inch, 35c, 54-inch 35c, 6-inch, 40c; 320, 65c; 850, 60c. Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1.15; 4 R, \$1.20; 544, 85c; 55, 90c; 554, 95c; 56, \$1.00; 564, \$1.05; 57, \$1.10; 1544, \$1.00; 155, \$1.05; 1554, \$1.05; 1554, \$1.05; 855, \$1.20; 366, \$1.25; 517, \$1.30; 364, \$1.10; 3644, \$1.10; 3644, \$1.10; 573, \$1.30; 364, \$1.00; 4634, \$1.00; 4634, \$1.00; 573, \$1.30; 764, \$1.00; 763, \$1.15; 765, \$1.25; 7684, \$1.20; 768, \$1	\$5.50 each.		\$1.50; L4X, \$1.85; oL4X, \$	1.bu; 05H4, \$2.50; Jo4, \$2.00;
\$1.15; 166 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 468, \$1.00; 468 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 668, \$1.30; 668 %, \$1.45; 664, \$1.50; 768 %, \$1.20; 768 %, \$1.00; 764, \$1.05; 764 %, \$1.10; 765, \$1.15; 765 %, \$1.20; 766 %, \$1.20; 766 %, \$1.25; 778, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 314, \$1.10; 314 %, \$1.20; 314 %, \$1.20; 315 %, \$1.20; 315 %, \$1.25; 316, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Figh Forks	SCISSORS-Cast, No. 10, 85c ea	ch; 44, 71/2-inch 85c, 81/2-inch	Hose Weeding-No A 219	5 each: 1P. 50e each: 2P. 60
\$1.15; 166 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 468, \$1.00; 468 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 668, \$1.30; 668 %, \$1.45; 664, \$1.50; 768 %, \$1.20; 768 %, \$1.00; 764, \$1.05; 764 %, \$1.10; 765, \$1.15; 765 %, \$1.20; 766 %, \$1.20; 766 %, \$1.25; 778, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 314, \$1.10; 314 %, \$1.20; 314 %, \$1.20; 315 %, \$1.20; 315 %, \$1.25; 316, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Figh Forks	400; 240, 4-inch, 200, 414-inc	n, 20c; 255, 4-inch 25c, 41/2-	8W. 60c; 4P. \$1.00; 4PM.	50e; 6P, \$1.25; 6PM, 65e;
\$1.15; 165 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 463, \$1.00; 463 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 663, \$1.30; 663 %, \$1.45; 664, \$1.50; 765, \$1.15; 765 %, \$1.20; 768 %, \$1.20; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 773 %, \$1.00; 773 %, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 815, \$1.20; 815 %, \$1.25; 816, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snates. Mortar. Floral Sets.		h 85c, 6-inch, 40c; 820, 65c;	BB6, 90c; W7, \$1.10; W71/	, \$1.10; 84W, 75c.
\$1.15; 165 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 463, \$1.00; 463 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 663, \$1.30; 663 %, \$1.45; 664, \$1.50; 765, \$1.15; 765 %, \$1.20; 768 %, \$1.20; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 764, \$1.00; 773 %, \$1.00; 773 %, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 814, \$1.10; 815, \$1.20; 815 %, \$1.25; 816, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snates. Mortar. Floral Sets.		· 5 R H \$1 15. 4 P \$1 90.	Hooks, Potato-No. 4BHD,	\$1.25 each; 4BHFM, \$1.25;
\$1.15; 166 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 468, \$1.00; 468 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 668, \$1.30; 668 %, \$1.45; 664, \$1.50; 768 %, \$1.20; 768 %, \$1.00; 764, \$1.05; 764 %, \$1.10; 765, \$1.15; 765 %, \$1.20; 766 %, \$1.20; 766 %, \$1.25; 778, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 314, \$1.10; 314 %, \$1.20; 314 %, \$1.20; 315 %, \$1.20; 315 %, \$1.25; 316, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Figh Forks	5434. 85c: 55. 90c: 5534. 9)5c: 56. \$1.00: 56%. \$1.05:	5BUH, \$1.45; UHW4, \$1.75	; eGNE, \$1.10; 5GNE, \$1.35;
\$1.15; 166 %, \$1.25; 157, \$1.30; 364, \$1.10; 364 %, \$1.15; 365, \$1.20; 366, \$1.80; 468, \$1.00; 468 %, \$1.05; 464, \$1.10; 578, \$1.80; 578 %, \$1.45; 574 %, \$1.50; 668, \$1.30; 668 %, \$1.45; 664, \$1.50; 768 %, \$1.20; 768 %, \$1.00; 764, \$1.05; 764 %, \$1.10; 765, \$1.15; 765 %, \$1.20; 766 %, \$1.20; 766 %, \$1.25; 778, \$1.00; 773 %, \$1.00; 773 %, \$1.05; 774, \$1.10; 314, \$1.10; 314 %, \$1.20; 314 %, \$1.20; 315 %, \$1.20; 315 %, \$1.25; 316, \$1.30. SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L \$2.40; 744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Figh Forks			Hooks, Manura	81.85 each.
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	\$1.15; 156¼, \$1.25; 157, \$1.	80; 864, \$1.10; 864%, \$1.15;		
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	505, \$1.20; 866, \$1.80; 468	5, \$1.00; 468½, \$1.05; 464,	16, \$1.15.	
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	668 %, \$1.45 · RRA \$1 KO · 7	80; 01876, \$1.0U; 008, \$1.80; 68 95c+ 76814 \$1.00+ 484	Rakes, Hay, Wood—No. 01,	50c each.
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	\$1.05; 764 %, \$1.10; 765. \$1.	15: 765 %, \$1,20: 766. \$1.25	Makes, Lawn-No. Solk, \$	1.10 6FGU; 180K' 00c; 184K'
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	778, \$1.00; 778 %, \$1.05; 77	4, \$1.10; 814, \$1.10; 814%.	Rakes, Malleable—No. 10BM	. 50c each; 108M. 50c: 12BM.
744 L, \$2.50; 746 L, \$2.60. STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	申1.15 ; 815, 申1.20 ; 815%, 申1.	25; 816, \$1.30.	65c: 128M, 60c: 14BM, 60c	: 145M, 65c.
STEEL GOODS— Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	BOOURS LIGHT HANGIE, NO. A. 4	L, \$2.25 each; A 6 L \$2.40;	Rakes, Steel Bow-No. B11,	\$1.10 each. BB12, 90c; B18,
Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets.	144 L, \$2.50; 746 L, \$2.60.			.00; DD10, \$1.UU.
Potato Forks. Fish Forks. Riveted. Snathes. Mortar. Floral Sets. P064 1.70 F		STEEL	30008-	
P064 1.70 IF 8 .76 RA40 50 1.85 9	Potato Forks. Fish I	orks. Riveted.	Snathes. Mort	ar. Floral Sets.
	P064 1.70 IF	\$.75 RA40	50 1.85 9	\$1.15 1

P06D 1.85 Stone. 1.65 G078 Socket. \$3.25 | HH4 1.65 | G078 2.50 | Warren. | Hoss. | Beebe. | Phs. | | Warren. | Beebe. | BB6 | Shevings | Forks. | Sool | Ladies | Sool | Shevings | Sool | Sool

.65 DES

RETAIL SHLLING PRICES-Continued.

SHEARS—Grass Each Each	No. Each No. Bech 100 G V R 8.00 100 R G T D 4.25
1	100 R
61/4	
097 1.15 11 G 1.50 Hedge	Try and Mitre 2 6
1007 1.35 101 9 2.25	2 71/2
101 8 2.00 101 10 2.50	12 4
SHEARS—Dressmakers', Etc., Wiss— No. Each No. Each	12 6
180	12 1085 20 12 1.00
1861/2 1.25 198 1.45	STONES, SHARPENING-Alexite or Carborundum-No. 107,
137 1.80 199 1.80 187 1/2 1.85 847 1.50	\$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75e; 112, 65e; 115 to 117, \$1.25; 118 to 120, \$1.00; 121 to 128, 75e; 124 to 126, 75e; 133 to 135, \$1.00; 186 to 138, 65e; 142 to 144, 50e; 145 to 147, 85e. Pike's Oil and Water—No. 18, 60e each; 14, 60e; 16,
187½ L H 1.75 847½ 1.60	75c; 124 to 126, 75c; 188 to 185, \$1.00; 186 to 188,
188 L H 1.80 447 1.65	65c; 142 to 144, 50c; 145 to 147, 85c. Pike's Oil and Water—No. 18, 60c each: 14, 60c: 16.
188½ 1.50 447½ 1.75 189 1.80 448 1.85	10c; 20, 40c; 22, \$1.00; 25, 15c; 87, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00;
147 1.30 1080 2.25	55, \$1.25; 56, \$1.50; 59, 15e; 60, \$1.75; 62, \$2.25; 66,
147 1/2 1.40 1086 1.15 148 1.45 1086 1/2 1.25	\$2.75; 68, \$3.75; 78, 50e; 80, 60e; 86, 75e; 88, \$1.00; 92, 50e; 94, 60e.
148½ 1.50 1087 1.80 180 2.25 1087½ 1.40	Pike's Scythe-No. 89, 15c each; 40, 15c; 41, \$15c; 42, 20c.
182 2.75 1088 1.45	SPRAY PUMPS-Faultless, Tin, each, 60c; Barnes No. 254,
184 3.45 1088 ½ 1.50 186 \$4.45 1089 1.80	\$4.50; Barnes No. 276, \$7.00.
SHEETS—Galvanised, Full Sheets—10 to 16, 121/2c lb.; 18	STAPLES—Netting, Galv., 15c lb.; Barbed Wire,, Polished, 71/2c.
to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c.	STARRETTS' TOOLS-''Shop'' or ''Retail''-
For cutting sheets, add 10% to above. Corrugated—Ptd., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50;	Micrometers, 40% above list.
Rock Face Siding, \$10.50.	Caliper Rules, 40% above list. Thickness Gauges, 40% above list.
SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 80	Steel Tables, 40% above list.
gauge, 15c cut, 10c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 80	All other items, 25% above list. G. & P. GOODS—Hack Saw Frames—
gauge, 18c cut, 12c full sheet. Galvanized. Corrugated. 26-gauge. 6 to 10 feet. open: 26-	69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$8.00
Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.	STOCKS & DIES-
Painted, Corrugated, 28-gauge, 6 to 10 feet, open. SHIELDS—	Green River List plus 25% Common No. 1 pipe\$7.75 Little Giant, List plus 25% No. 2
Diamond—Expansion %, each	Armstrong No. 1 pipe \$5.85 Stocks Only—
%, each06 %x%, each \$.04	No. 2
5-16, each	No. 8, 1 to 2
14 anah 19 14 - 14 anah 106	STOP AND WASTE-
%, each15 %x106 SHINGLES—Tin, 5x7, \$8.00. 5-16x1 each07	Rough Brass, Iron Pipe Threads No. 10 T-Handle or
	No. 20 Lever Handle— 1 inch
SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c. Cost Sleich-Flat & Change of Change 10c lb.	% inch
Cast Sleigh—Flat, 9c lb.; Cencave or Convex, 10c lb. SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags),	Rough Brass, Iron Pipe Threads
20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 20c lb. Buck, Nos. 1, 2, 8, 20c lb. Drop, Nos. 1, to 12, 20c	% inch
lb.; B, BB, BBB, 200 lb.	STOVES-Common Air-Tights-
SHOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201,	No. 16 Unlined\$2.25 No. 22 Lined\$4.50 No. 18 Unlined 8.00 No. 24 Lined 5.00
\$2.25; 401, \$1.90; 1008, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 208, \$2.25;	No. 20 Lined 4.00 No. 26 Lined 6.00
807, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.	STRIP-Weather-Rubber, Min. Sc per ft; Min. 4e ft.
Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25;	SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price
400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.	1 % \$1.50 2 % \$2.00 8 % \$2.75
Long Handle, Square Point, No. 108, \$3.60 each; 202, \$2.25;	SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.	each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N),
ASSES' SKIN-25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.	each: Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
SLEDS—Hand and Coaster, Jr. Racer 4.25 Flexible Flyer— Racer 5.00	TACKS-Bill Posters', No. 545 Wire, or 555 Cut-8, 856
No. 1 \$8.00 Tux. Recer 7.50 No. 2 3.50 Fire Fly—	lb.; No. 4, 85c lb.; 6, 85e; 8, 85e; 10, 85c.
No. 1	Carpet, No. 484 Cut, or 484 Wire 14 lb. papers—8, 10c box: 4, 10c: 6, 10c: 8, 10c: 10, 10c: 12, 10c. 488 Cut.
No. 8 4.50 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.5C No. 11 2.75	er 488 Wire 16 lb. papers—8, 716c box; 4, 716c; 6,
No. 6	box; 4, 10c; 5, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Cat, er 488 Wire ¼ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—8, 85c lb.; 4, 85c; 6, 85c; 8, 85c; 10, 85c; 12, 85c.
SMOOTH-ON-750 lb.	Gimp-No. 824, 214, 15e box; 8, 15e; 4, 15e; 6, 15e; 8, 15e.
SOLDER-14 and 14, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60,	Upholsterers'—No. 804 Out, 14 lb. papers—114 15c box; 2, 15c; 214, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 808, Out, er 858 Wire in bulk—3, 88
65e lb.	12 to 16, 10c. No. 805, Cut, er 855 Wire in bulk—8, 85c lb.; 4, 85c; 6, 85c; 8, 85c; 10, 85c; 12, 85c.
SNIPS, TINNERS'-Wiss, Regular-No. W61/2, \$8.75 pair;	
SNIPS, TINNERS'—Wiss, Regular—No. W6½, \$8.75 pair; W7, \$8.15; W8, \$2.50; W9, \$2.20; W10, \$2.00; W11, \$1.50; W12, \$1.25. Wiss, Curved Blade—W6½OB, \$5.40 pair; W7CB, \$4.40;	Double Pointed—Blued, ½ lb. papers—9, 5e box; 10, 5e; 11, 5e; 12, 5e; 14, 5e. Blued in bulk—209, 30e lb.; 210, 80e: 211, 80e; 212, 80e;
Wiss, Ourved Blade—W64 CB, \$5.40 pair; W7CB, \$4.40; W8CB, \$8.75; W9CB, \$8.45; W10CB, \$8.15; W11CB \$2.50;	80c; 211, 80c; 212, 80c TAPS
W120B, \$2.20.	1:16 to 15:6480% 1 1:16 to 230%
SQUARES, STEEL—	% to 1
No. Each No. Each 8	1 1-16 to 2 20% 8-16 30% Left Had Dbl list plus 30% 4 to 1/2 28%
8 B, 8 Q 2.60 27 1.75 10 1.50 100 2.50	
14	1¼ to 1285% Pro
14 B, 14 G 2.50 100 B, 100 G 8.00 22	Machine Nut— 2½ to 880% 8-16 to 180% 8½ to 420%

RETAIL SELLING PRICES-Continued.

	ABIAID SEIDING	PAIOESOURIDING
TAPES— Starrett Lafkin	No. 505, 50-ft. 248 4.00	Moulds, All Kinds 201 IC, Plain
No. 510, 25-ft. 260 \$8.85	No. 505. 75-ft. 245 5.25	1 Melon 1.85 201 10, Plain15 2 Melon 1.50 202 IC, Plain15
No. 510, 50-ft 268 4.85	No. 505, 100-ft. 346 6.75	2 Pudding 1.49 208 IC Plain20
No. 510, 75-ft. 266 6.15 No. 510, 100-ft. 266 7.75	Starrett Lafkin 550 8.00	02 1.05 204 IC, Plain 20 8 Melon 1.65 205 IC, Plain 25
No. 505, 25-ft. 240 8.25	558 8.75	8 Pudding 1.60 206 IC, Plain25
555 4.75 556 6.00	105 6.25 1260 3.60	08 1.15 208 IC, Plain30
100 4.00	1268 4.50	4 Melon 1.90 2100 IC, Plain85 0815 2120 IC, Plain45
108 5.00	1265 5.75	10
TEES Stove Pipe Cylinder	•	15
Asbestos 6 inch— 6x4, each	Adjustable 6 inch-	61
6x6, each 1.25	4 to 8	061
6x8, each 1.65	Adjustable 7 inch-	61½
\$x6, each 1.75	6 to 12	62
Tents	Poles & Stakes	062
Sise	8-os. 10-os. Per Set	63
7x7	.\$10.40 \$12.15 \$2.85	80
7x9 9x9	. 12.85 14.85 2.85 . 14.85 16.65 2.85	Pails, Dairy 504 IX, Ret45
9½x12	. 16.75 19.55 8.25	25 506 IX, Ret
12x14	22.50	14
14x16	. 29.50 84.65 5.20	40
14x20		60
16x18 16x20		80
16x24	. 50.50 58.75 7.80	100
16x80	. 61.10 71.25 8.45	105 1.40 12
5x7	. 6.50 7.55 1.95	120
7x7	. 8.20 9.55 2.25	125 150 1
7x9	. 9.80 11.50 2.60	140
·		145
THIMBLES—Asbestos—Each, 6: \$1.65; 8x6, \$1.75. Adj. Stove 75c.	(4, 90c; 6x6, \$1.25; 6x8, Pipe—4 to 8, 50c; 6 to 12,	200
750.		100
THIMBLES-Flue-6-in., 10c; 7	in., 10c.	410
THICKNESS GUAGES-40% abo		412
TIN—Common Roofing—40c per		510 91E # ***********************************
		514
TINWARE— Boilers, Coffee	02	Pans, Dish 12
No. Each	04	8—IX Tin
017\$1.85	12 2.75 14 3.25	14
018 1.50 019 1.75	500	17
027 1.50	502 4.50 508 5.00	10—IXX Tin 1.25 165 2.50
028 1.70 029 1.85	508 5.00 505 5.50	14 1.50
851 1/4	510 7.50	21
852 1.05 858 1.25	Kettles, Tea 01½	17—IXXX Tin 1.90 1
854 1.50	02	21 2.25 4 45 80 8.00 5 30
856 1.85	027	Pans, Milk 10
Boilers, Wash	028	200 IC, Plain10 50
8 7.50 9 8.00	047 2.00	•
028 A 8.25	048 2.50 049 2.75	TONGS—Vulcan Chain—81, \$5.50; \$2, \$5.00; \$8, \$7.00;
28 A 8.50 29 A 8.75	067 2.00	83½, \$9.00; 84, \$11.00.
0128 B 8.50	068 2.60 069 8.25	TOROHES-Alcohol, No. 28, \$2.00 each.
128 B 8.65 129 B 8.85	Kettles, Lipped Preserving	Gasoline, No. 14, \$4.00 each; 87, \$6.75 each; 88, \$7.25 each; 81, \$7.75 each; 82, \$8.00 each; 48, \$9.25 each; 61, \$7.25
0228 B 8.75	160	each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each.
229 B 4.00	180	Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.
Bowls, Wash 06½	220	TRAPS-Fly-Paragon, 35c each; Balloon, 25c; Edgewood
07	240	TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.
08	280	Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 11/2 New-
6 1/4	800 1.00 820 1.25	house, 70c: 2 Newhouse, 90c: 3 Newhouse, \$1.35: 4 New-
8	Ladles	house, \$1.60; 5 Newhouse, \$9.25; 1 Uneida Jump, 30e;
Buckets, Covered	010	house, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3
11	012	Victor, 60c; 4 Victor, 75c.
12	29	Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
13	Makers, Universal Bread	Mole—Reddick, \$1.00 each; Out-O-Sight, \$1.25.
Buckets, Dinner	and Cake	Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c;
1	4 8.75	Cage, 25c,
2	8 4.50 44 8.25	Rat—Sure Catch, 10c each; Security, 25c; Holdem, small,
04 1.10	Measures	75c; Holden, large, \$1.00.
80	1	TROUGH-
40	2	Eaves— 5 inch, per dos35
650 1.85	88	4 in \$.181/4 6 inch, per dez40
674 1.65 675 1.75	84	5 in
Cans, Milk	85	Mitres 5 in
1	122	4 in
2	123	5 inch
4	125	Hangers Wire 5 in
01	126	

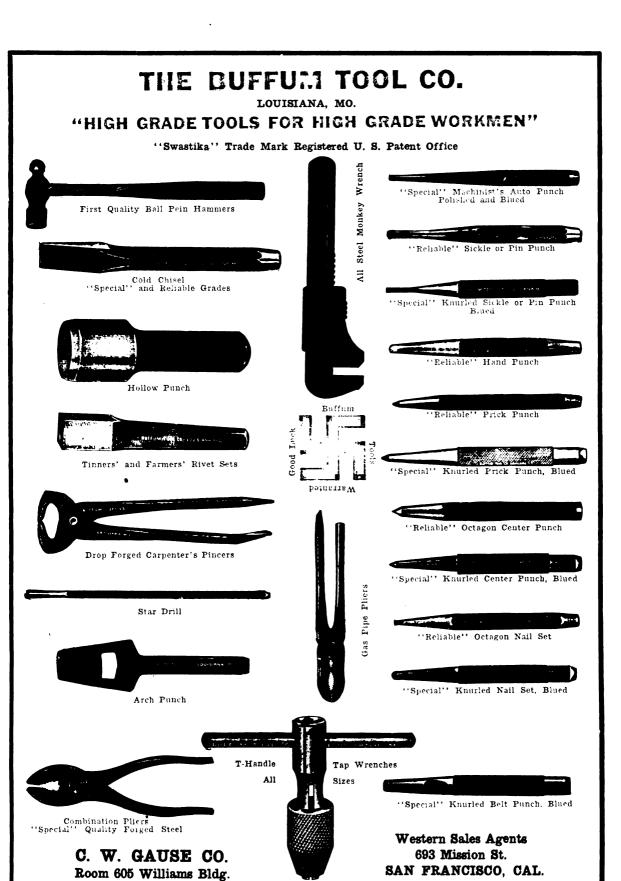
RETAIL SELLING PRICES-Continued.

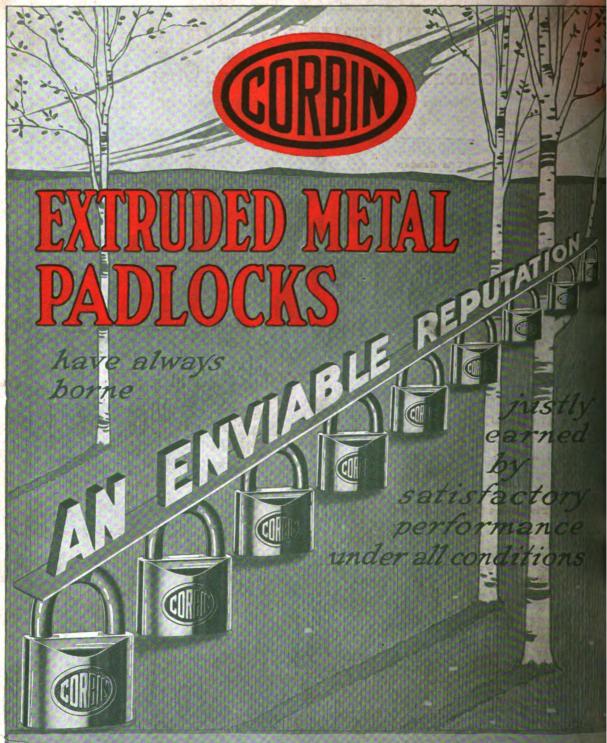
FROMUST S (DDIGV) - Farmers No EEE (Vanis) Of analy	Steel Man and Manne No. 47 611 65 and A 616 00. 5
TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), \$1.00 each.	Steel Tray and Frame—No. AX, \$11.25 each; 4, \$18.00; 5, \$14.25; 10, \$19.50.
Standard, No. 55, 8 to 12 (177), \$1.00 each. Disston, No. 10, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.55 each; 12, \$1.75 each; 18, \$1.85 each; 14, \$2.00 each. Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 17, 11, \$1.50 each; 11, \$1.50 each;	WINDOW GLASS — 3B Grade — Single Strength—
1175, 41.00 4841, 1: 11, 11, 41.10 4841, 1175, 41.10 4861.	1st 8 Brackets 80% 8rd 8 Brackets 80% 2nd 8 Brackets 80% Double Strength 80%
TURNS—Cupboard—Brass Plated—Small, 20e; large, 25e.	Extras for Putting in Glass— 1st 3 Brackets, light. \$.50 2nd 3 Brackets, light .75 2nd 3 Brackets, light .75
TWINE—Sacking—14-lb. hank, 20c. TWINE—Cotton—Wranning, 90c lb.: Budding, 90c lb.	2nd 8 Brackets, light .75 Larger Lights
TWINE—Cotton—Wrapping, 90c lb.; Budding, 90c lb. Flax—No. 18 B B, 40c lb.; 24 B B, 40c lb.; 18 B C, 1018 B C, 50c lb.; 24 B C, 1024 B C, 50c lb.; 86 B C, 1036	WIRE—Plain Pence—
B C 50c lb.; 30 Sacking 40c lb.; 40 Sacking, 40c lb.; 33, Sacking, 75c lb.; 44, Soc lb.; 6, 30c lb.; 07, 30c lb.	Black—Nos. 6 to 16, 5 to 24-lb., lots
	Black, 1 to 5-lb\$.10 Galv., 1 to 5-lb12
UNIVERSAL PLATES—Mild Steel Bars. 4-inch and thicker and wider than 6-inch 9.25 cwt.	Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel
VALLEY-Tin-4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-	Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spol Galv., 80 rd spis, es., \$4.45; Glidden 80 rd spis, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.55; 16 Ga., \$6.75. Broken Coils.—1 to \$4.1b. add 8c lb.; 25 to 50-lb. add \$c
in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.	\$6.65; 16 Ga., \$6.75. Broken Coils—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c
Standard Globe and Standard	Bale Ties— 914 ft., 15 Ga., per bundle of 250, \$3.25
Angle Valves— Gate Valves— \$1.60	WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (gal-
14 \$.75 14 \$ 1.60 12 .80 1/4 1.60 15 .85 1/4 1.65	vanised), open; American Special (galvanised), open. Smooth-Twisted—Two Strand, open.
%	WIRE CLOTH-Hardware Galvanized-Mesh and Kind. 1-inch
1.45 4 2.25 1 2.00 1 8.10 1.4 2.75 1.4 4.00 1.4 8.85 1.4 5.50	mesh, 16c square foot; %-inch mesh, 13c; 7a-inch mesh, 18c; 2-mesh, 9c; 3-mesh, 9c; 4-mesh, 9c; 6-mesh, 10c; 8-mesh, 10c.
1 1/2 8.85 1 1/2 5.50 2 7.75	Screen—12 M, Black, 8 % c square foot; 16 M, Black, 5c; 14 M, Bronze, 15c; 14 M, Galvanized, 4 % c; 16 M, 5c; 14 M, Opal, 5c; 16 M, Opal, 5c; 16 M, 5c; 16 M
VISES—Solid Bex—	
35 lb\$12.50 65 lb 17.50 90 lb 25.00 40 lb 18.15 70 lb 18.75 95 lb 26.25	WOODENWARE— Boards, Pastry
45 lb 18.75 75 lb 20.00 100 lb 27.50 50 lb 14.40 80 lb 21.90 125 lb 35.65 55 lb 15.00 85 lb 28.15 150 lb 48.60	No. Each No. Each 16x22 inches
55 lb 15.00 85 lb 28.15 150 lb 48.60 60 lb 16.25	18x24 inches90 17 inches 1.75 20x27 inches 1.05 19 inches 2.00
WAGONS—Express.	Pins, Rolling Bowls, Chopping 20 (1)
No. 04\$1.50 No. 40 7.00	11 inches
No. 08	WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 8, 60c.
No. 1 2.75 No. 20 7.50	WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding
No. 2 8.00 No. 24 8.50 No. 3 Wars—Wells— Conster—Star. No. 10 5.75	Discount 40%.
No. 10	WRINGERS (CLOTHES)—American—No. 10, \$4.25 each; 10 M, \$8.85; 100, \$5.75; 110, \$4.75; 117 E, \$6.25; 180 E,
WASHERS Cast Iron Size 1/2 to 1/4, 12 1/2 lb.; 1/4 to 2,	\$6.00; 180, \$6.00; 180 E, \$6.50; B 180 E, \$10.50; 190 E, \$6.50; 800, \$6.00; 301, \$6.25; 802, \$7.00; 860 E, \$7.25; 361 E, \$8.00; 370 E, \$6.75; 390 E, \$6.75; 570 E, \$7.50;
Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle,	571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00. Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$3.50.
20e lb.	White, No. 2, \$2.25 each; 8, \$8.00; 1, \$8.50; 0, \$4.25; 8, Steel, \$4.00.
Wrought Steel.—Size 3-16, 30c lb.; ½, 25c lb.: 5-16, 25c lb.; ¾, 20c lb.; 7-16, 20c lb.; ½, 15c lb.; 9-16, 15c lb.; ⅓, 15c lb.; ¼, 15c lb.; ¼, 15c lb.; ½, 15c lb.	WROUGHT BRASS BUTTS-Narrow, Middle & Broad Add
WASTE-Cotton-No. 6 X White, 80c lb.; 1 White, 28c lb.;	85% to List.
2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.	WRENCHES—Agricultural—No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.35; 15, \$1.75.
WATCHES— Yankee\$1.35 Junior 2.75	Alligator—0, 20c each; 1, 25c; 2, 60c; 8, \$1.45; 12, 80c; 13, 50c.
Yankee \$1.85 Junior 2.75 Triumph 1.50 Midget 2.75 Eclipse 3.00 Radiolite 2.50	Coes'—Key (28), \$20.00 each; Key (86), \$25.00; Knife
WAX—Floor, 60:.,	(12), \$2.50; Knife (15), \$3.00; Knife (18), \$4.00; Knife (21), \$5.00; Steel (4), \$1.10; Steel (6), \$1.25; Steel (8)
WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65e. Hoosier N 11, 75c; No. 12, 35c. Kantsuk—Calf, 40c; Cow, 50c.	13, 50c. Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75. Coes'—Key (28), \$20.00 each; Key (36), \$25.00; Knife (6), \$1.25; Knife (8), \$1.55; Knife (10), \$1.85; Knife (12), \$2.50; Knife (15), \$3.00; Knife (18), \$4.00; Knife (21), \$5.00; Steel (4), \$1.10; Steel (6), \$1.25; Steel (8), \$1.55; Steel (10), \$1.85; Steel (12), \$2.50; Steel (15), \$3.00; Steel (18), \$4.00; Steel (21), \$5.00. Creacent—No. 68 (8), \$1.60 each; 188 (4), 70c; 188 (6),
WEDGES—Truckee-Alki, Ib., 15e; Oregon-Atha, 25e; Cedar-	Orescent—No. 68 (8), \$1.60 each; 188 (4), 70c; 188 (6), 75c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$2.00; 810 (10), \$2.00.
Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.	188 (15), \$2.00; 810 (10), \$2.00. Parts add 10%.
WEIGHTS—Sash—8 lbs. and over, 4c lb. Eveners or Balances—1/2, 7c lb.	WRENCHES— P. S. & W. Stronghold
WHEELBARROWS - Brick - No. 10 B, \$10.75 each; 20,	Each Each 25 6\$1.20 25 15\$2.85
\$10.75. Garden—No. 2 V, \$9.50 each; 3 V, \$11.25; 21, \$6.25. Pailread—No. 15, \$5.50 each; 17, \$6.50; 10, \$6.75.	25 8 1.50 25 18 8.75 25 10 1.80 25 21 4.75
Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75. Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$8.50; 27, \$12.50; K 29, \$16.50.	25 12 2.35 ZINC—Full Sheets, 40e lb.; less than Sheets, 50c lb.
#1, 412.00, D. 58, 410.00.	NITA-1 THE DESCRIPT AND TRY 1422 HERT DRIEDE AND TRY

Retail Selling Prices are Revised up to Time of Going to Press

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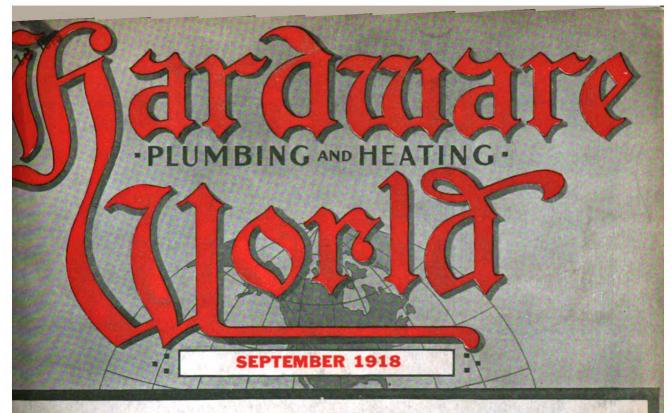
CORBIN CABINET LOCK CO.

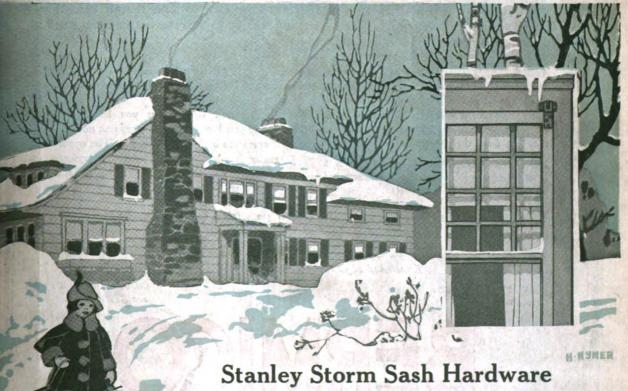
THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

PHILADELPHIA





OW, before leaves fall, is the time to fix windows to keep out zero blasts.

A loose window means cold drafts and extra coal burned. We must all save coal!

Stanley Peerless Storm Sash Hangers and Fasteners are splendidly made, they're suited for their purpose and will be in big demand this year.

Show this line conspicuously. It pays!

Today send for latest catalog and information

THE STANLEY WORKS, New Britain, Conn., U. S. A.

NEW YORK, 100 Lafayette Street ligitized by CHICAGO, 72 E. Lake Street

Manufacturers of Wrought ronze and Wrought Steel inges and Butts of all kinds, cluding Stanley Ball Bearing atts. Also Pulls, Brackets, nest Handles, Peerless Storm ish Hangers and Fasteners; reen Window and Blind Trimings; Twinrold Box Strapping, d Cold Rolled Strip Steel.

Stanley Garage Hardware is aptable for factory and mill use.



Most Architects-

know that no dwelling is so unimportant nor any so fine that it cannot be sheathed with BERMICO Sheathing Paper to ensure better heat and cold resistance and good insulation.

As BER MICO has been made for years of pure wood fibre, it has naturally won its way by actual performance into the confidence of architects, contractors and builders on the sole basis of its merit.

BERMICO is doing its bit for thousands of house-owners—by adding to the comfort they get from their homes

For all kinds of wooden buildings it is a most efficient insulation—clean, sanitary and weather-proof.

Its first cost is small, as you know—the laying cost low and the up-keep cost nothing. Experience is the best teacher. The opportunity is yours to profit by the experience of those who have proved BER MICO Sheathing Paper by yeers of use.

Your jobber (or we) will gladly furnish you with complete information

BROWN COMPANY

Established 1852

Portland, Maine

NEW YORK OFFICE: Woodworth Building

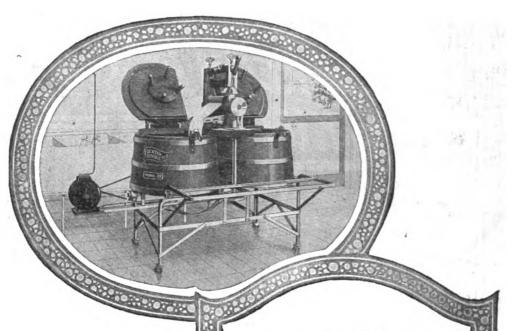
CHICAGO OFFICE: 110 So. Deurborn St.

Sheathing Paper

Sheathing Paper
Do you sell
NIBROC KRAFT

Wrapping Paper?

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For Gasoline Engine or Electric Motor

DEXTER "DOUBLE-TUB"

CUTS WASHING TIME IN TWO

This machine has complete washing gearing in both tubs. It is really two power washers in the space of one—at about the price of one.

It washes by power—rinses by power—wrings by power—all at the same time, if desired.

It has a heavy steel frame—folding steel bench at side with capacity for two rinse tubs or clothes baskets.

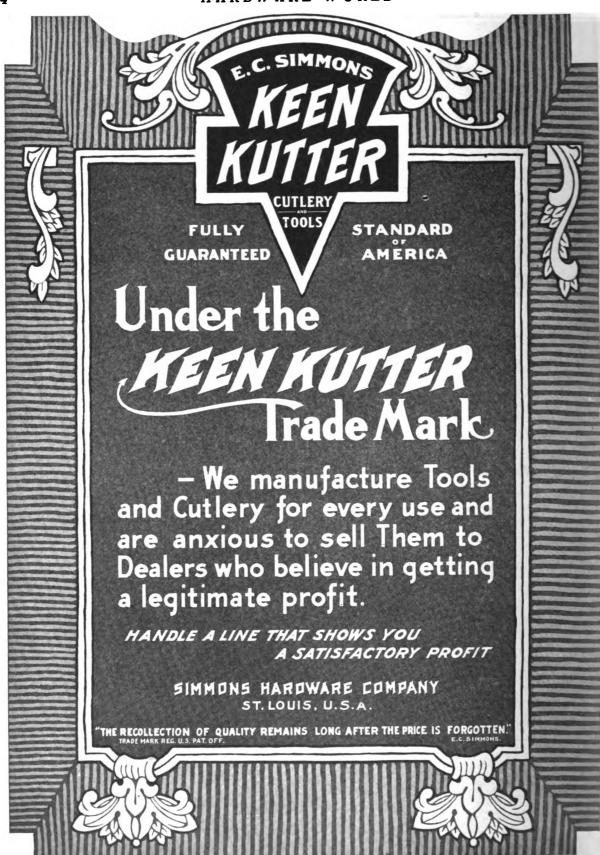
Dexter Double-Tub does big family washings in less than half the time required by single tub machines—gets the clothes cleaner without boiling or hand rubbing.

Power and electric washing machines are selling strong these days—and profits are good. The Dexter agency is a money maker for any live dealer. Write today for special agency proposition and catalog.

The Dexter Company

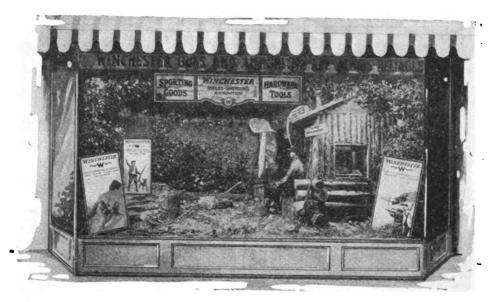
Fairfield, Iowa

Wholesale Distributors at St. Louis, Kansas City, Omaha, Minneapolis, Peoria and Toledo.









Can you get up a window trim as good as this?

T will pay you to put in a Winchester window display during the Fall hunting

Winchester believes in window displays, and many of them, and for this reason Winchester is organizing a Window Trimming Contest, to be held during August, September, October and November, when the Big Winchester Message will appear in the leading national magazines, on billboards and in every leading sporting and farm paper in the country. Every dealer in the United States is eligible to compete.

"What a good window display is worth"

That is the title of a circular which has been sent to every dealer on the Winchester mailing list. It gives full particulars about the contest. If you

have not received your copy, cut out the coupon below and mail it at once. You will surely want to get in on the contest after you read the particulars.

Small town and big town dealers to have equal chance

When a dealer enters the Winchester Window Trimming Contest,

WINCHESTER

World Standard Guns and Ammunition

Dealers—If your jobber is temporarily out of Winchester preparations, he can get them for you quickly and easily if you insist.

In ordering be sure to specify Winchester prepara-tions, and insist that no other make be substituted

he will be placed in one of four classes-according to the population of the town in which he does business. In each of these classes ten substantial cash prizes will be awarded. Thus, any dealer who signs up for the contest will be competing only with dealers of his own division—the small town dealer will not be competing with the big city sporting goods store.

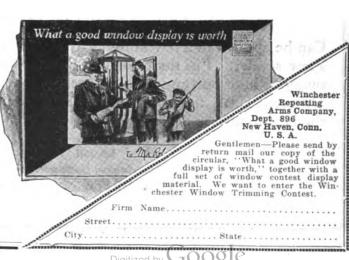
To make the competition truly national, however, one capital prize will be awarded for the best win-

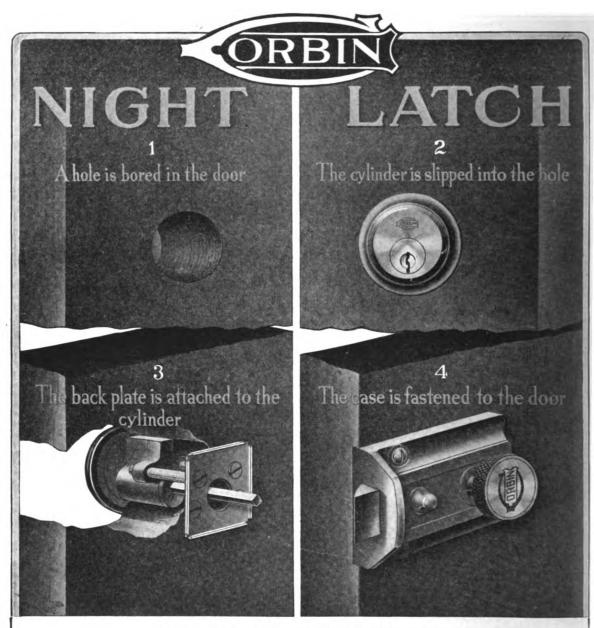
dow display in the United States.

The dealer who wins the capital prize will be doubly rewarded, for he will not only win the prize in his division, but the big prize as well. It is well worth while for every dealer to post himself carefully on the details of the Winchester contest.

Mail the coupon for a complete set of window contest display material and full particulars.

WINCHESTER REPEATING ARMS COMPANY Dept. 796 New Haven, Conn., U. S. A.





The Handy Man's Lock

Can be applied in a few minutes by any man who can bore a hole and drive a few screws. Fits doors of any ordinary thickness, right or left hand, swinging in or out, and has all the security of the best door locks of any kind. Different sizes, finishes and functions to suit all requirements. Sold by the best hardware dealers.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

Chicago

New York

Philadelphia

Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the count, weight and make are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company

Fairhaven, Massachusetts

"Coogle





The Union Fork & Hoe Co.

Manufacturers of a Complete Line of High Grade

Forks, Hoes, Rakes and Hooks

General Offices
COLUMBUS, OHIO

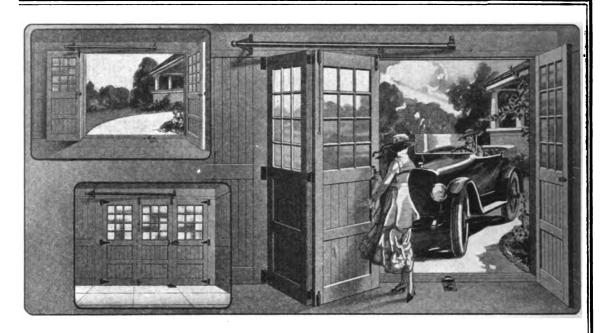
Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"









Gannon Ball Combination Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to $8\frac{1}{2}$ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

HUNT, HELM, FERRIS & CO.

EASTERN BRANCH Industrial Building, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

Pacific Hardware & Steel Co., San Francisco, Cal. Dunham, Carrigan & Hayden Co., San Francisco Honeyman Hardware Co., Portland, Oregon Failing-McCalman Co., Portland, Oregon Seattle Hardware Co., Seattle, Washington Schwabacher Hardware Co., Seattle, Washington Morse Hardware Co., Bellingham, Washington Holley-Mason Hdwe. Co., Spokane, Washington Jensen-King-Byrd Co., Spokane, Washington



An organization devoted to the manufacture

Builders or Finishing Hardware



ne American Hardware Corporation Successor

New Britain, - Conn.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.





Probably you have noticed the intricate webbing in the structural work of a bridge, but did you ever stop to think that what might be thought merely a geometrical design is in reality a carefully worked out problem in engineering to take care of any weight or strain which the bridge might be called upon to resist?

The Goodell-Pratt All-Steel Mitre Box is built, like a bridge, of high-grade steel construction, strongly riveted together. The careful workmanship insures absolute accuracy after years of daily use.

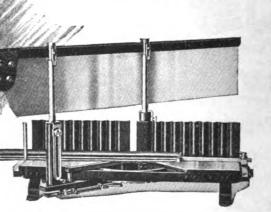
Tool Book No. 13 contains a detail description of our entire line of Mitre Boxes and other 1500 Good Tools.

111

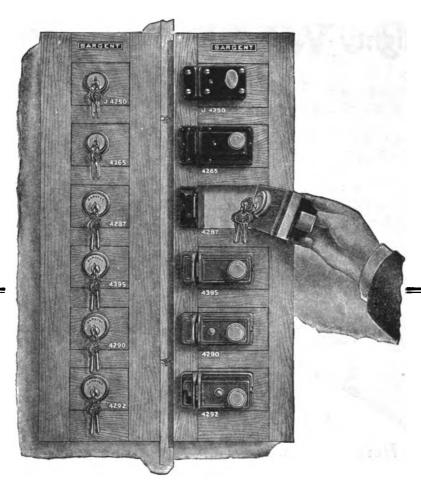
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass. - - U. S. A.







FIVE LATCHES AND A DEADLOCK — ALL YEAR ROUND SELLERS



Reg. U. S. Pat. Off.

Good Display plus Good Value

The well-known Sargent features are quickly shown and easily demonstrated by dealers who use this display board as a help in selling Sargent Day and Night Latches.

The display includes a variety of good sellers, from No. J 4250, a small and low-cost, but effective, cylinder latch, to No. 4292, the most complete Day and Night Latch, with guarded bolt and push button stop, giving double security. All latches with this feature afford complete protection—they are jimmy-proof and the stop cannot be jarred out of place.

Have you this display in your store? If not, write for particulars.

SARGENT & COMPANY

NEW HAVEN, CONN.

NEW YORK BOSTON CHICAGO





Have you tried to get the Agency for your territory?

The WADE is taking the country by storm. Thousands in use. Made by the oldest heads in the Drag Saw business, and backed by a reputation of 53 years' standing.

MAKES PLAY OF THE HARDEST WORK

The WADE is ten times faster than man power at one-tenth the cost. The market is unlimited—it's a time and labor saver for farmers, land clearing contractors, road contractors, mills, lumber camps. In fact, it takes the back-breaking work out of the wood sawing wherever a Cross Cut Saw is used.

AN ALL-ROUND PORTABLE POWER PLANT

When not sawing wood the WADE runs separators, pumps, feed cutters, washing machines, grind mills, emery wheels, or any of the odd jobs of a powerful 4 H. P. motor—it's the best handy man on the place and can be moved or used anywhere. Simple, easy and economical to operate, and it costs less than many 4 H. P. motors alone.

A LIVE SELLER

It's the fastest, and one of the most satisfactory, sellers the Dealer has had in years—you want to know more about it. We are closing territory fast—write or wire at once for our SPECIAL DEALER PROPOSITION.

Immediate Delivery From the Following Points

Little Rock, Ark. Jackson, Tenn. Birmingham. Ala. San Francisco, Cal. Spokane, Wash. Portland, Oregon PORTLAND, ORDERS POKANE WASH

New Orleans, La. Ashland, Ala. Greenwood, Miss. Los Angeles, Cal. Tacoma, Wash.

Your Customers Will Prefer

the Best Advertised Stumping Powder

Large space advertisements of Giant Farm Powders appear throughout the buying season in all of the 18 farm papers and in many of the large newspapers published in the Pacific Coast States. Every week these advertisements reach more than 590,000 farmers and others who have stumps to blast, trees to plant, etc. No other explosive is advertised so heavily in your selling territory.

You can increase your sales by taking orders for

FARM POWDERS STUMPING — AGRICULTURAL

We will help you by telling consumers to buy from you. We will also help you by furnishing instructive books on blasting for you to give to your trade, by sending you store signs, fence signs, etc., and by supplying newspaper electrotypes.

You need not carry Giant Farm Powders in stock. We will arrange to have shipments made promptly from our nearest magazine.

Remember that Giant Farm Powders are the only genuine "Giant Powders" for agricultural use. They are made in the West especially to suit Western farm conditions. Farmers who have used them will have no other make, because Giant Farm Powders go further and do their work cheaper and better.

Get this book; it means more profits for you

Mail the coupon for our valuable big book, "Helping the Retailer Sell Giant Farm Powders." It tells the many

ways we will help you to build up a profitable business in Giant Farm Powders. No matter what explosives you are selling now, we will show you how you can benefit from Giant sales co-operation.

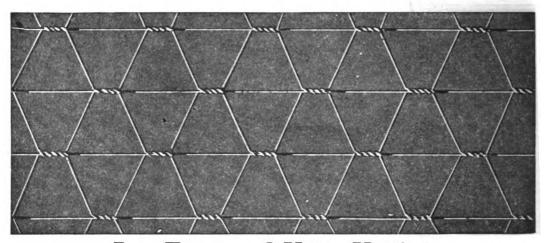
Tear out the coupon or write a letter now, before you turn the page.

The Giant Powder Co., Con., 227 First Natl. Bank Bldg., San Francisco, Cal.			
Send us your book,	"Helping the Retailer Sell Giant Farm Powders."		
Firm Name			
Address			



A few of the 40 Giant advertisements now appearing in farm papers

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY

United States Steel Products Company

SELLING AGENTS

Sau Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you get them working together.

One sells Braces, another sells Chisels, a third sells Pruning Shears, while the others are selling Pliers, Snips and Screw Drivers. They all SELL.

And while each one is selling its particular specialty, all together they are selling PEXTO. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn.

Cleveland, O.

Address correspondence to 207 W. Center St., Southington, Conn.

PEXTO MECHANICS' HAND TOOLS

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY Tacoma, Washington

GRAY BROTHERS Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY Presno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK





The old way

The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

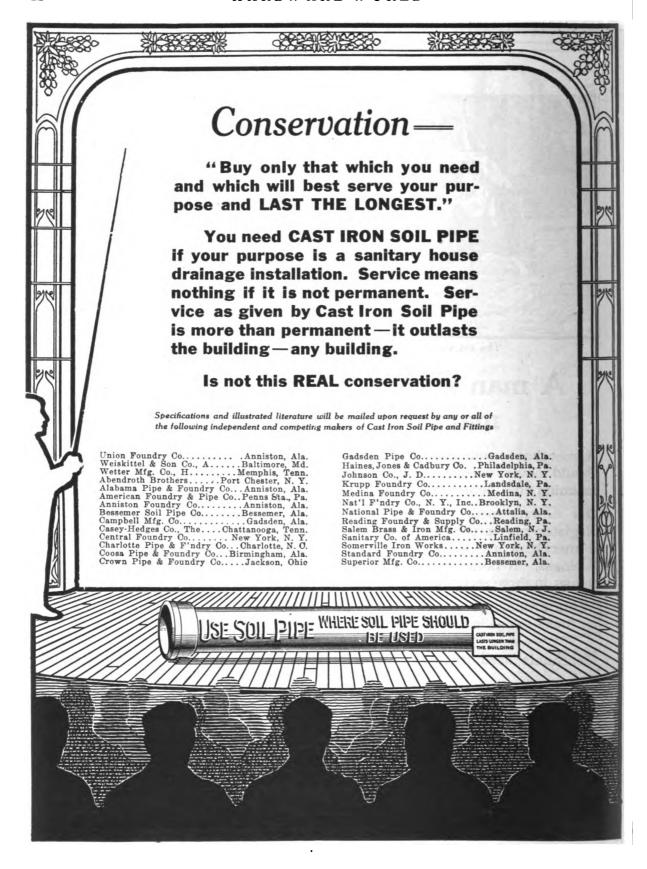
The latest model National Cash Register is a great help to merchants and clerks.

It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

FILL OUT THE COUPON AND MAIL TODAY
Dept. 13706, The National Cash Register Company, Dayton, Ohio.
Please give me full particulars about the up-to-date N. C. R. System for my kind of business.
Name
Business
Address







Get Behind Your Customer

Help the farmers in your neighborhood to produce more and better crops by encouraging them to use dynamite.

Dynamite is now recognized as one of the greatest helps to the progres sive farmer; it clears his land of rocks and stumps, digs his ditches, breaks up the subsoil and helps him to plant his orchards. And it does these things in less time, and at far less cost than that of manual labor.

The farmers of your community need dynamite and will use it if they can get it. You can help them by always being ready to supply them with



and they will help you by starting a new and profitable demand in your business that should bring a great many dollars to your pocket.

There are hundreds of hardware dealers in the United States who have materially increased their yearly profits by the sale of explosives.

We want to give you more detailed in-

formation with regard to our plan of making your business more profitable by the sale of dynamite. We are ready to help you in many ways that we would be glad to tell you about.

Fill out the coupon printed below and mail it to us today and we will send you literature that will be of interest and profit to you.

HERCULES POWDER CO.

1025 Chronicle Building San Francisco

SENT FR

TO FARMERS

Hercules Powder Company, 1025 Chronicle Bldg., San Francisco, Cal. Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,



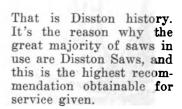


PRICE is not a determining factor unless QUALITY is considered

Quality can be determined only by practical use.

Satisfactory use over a long period of time causes an ever increasing demand.

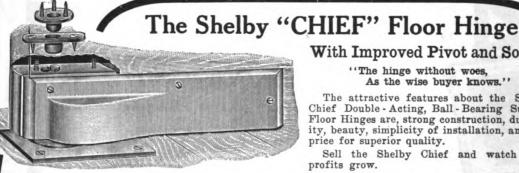
Continued demand conclusively demonstrates real worth and reliability.





HENRY DISSTON & SONS. Inc.

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, U. S. A.



With Improved Pivot and Socket

"The hinge without woes, As the wise buyer knows."

The attractive features about the Shelby Chief Double - Acting, Ball - Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A CATALOG READY FOR YOU

A CATALOG READY FOR YOU

Checks. Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Litts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.



SPRING SHELBY BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

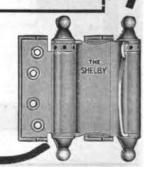
They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co. Los Angeles, Calif.

D. L. Herman Seattle, Washington



OUR DUTY—

That they who fight may be first served with



"NEW SERVICE" REVOLVERS, CAL. .45,
AUTOMATIC PISTOLS, CAL. .45, Government Model,
COLT'S AUTOMATIC MACHINE GUNS,
VICKER'S MACHINE GUNS,
BROWNING MACHINE GUNS,
BROWNING MACHINE RIFLES.

Today the entire COLT ORGANIZATION, with its immense work shops, its loyal men and women—everything COLT—has been placed at the disposal of our Government in order that THEY WHO FIGHT shall be well armed—the sooner to bring about that complete victory towards which every patriotic American is bending every effort.

The time has come when it is inconsistent for us to serve anyone but UNCLE SAM. HIS business—every true American's business—is to WIN THE WAR.

We believe that you dealers and your customers will back the position we take at this time, when the lives of OUR Boys and the Country's Honor are at stake.

Therefore, we ask that you wait patiently for YOUR COLT until we have furnished the American soldiers with the Arms that are crushing the Hun.

Colt's Patent Fire Arms Mfg. Co. Hartford, Conn., U. S. A.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.



Electric Disc

can be placed in an opening in any wall window.

positively make a complete change of air

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company BUFFALO, N. Y.



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Manufactured by

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Wheeling Corrugating Department

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Trapshooting — The Patriotic Sport

A sport that fits men to better meet their obligations as citizens is worth while. Trapshooting develops, a quickness of eye—a steadiness of nerve and the power to concentrate—characteristics that make good business men—the kind of men every dealer wants for his customers.

Trapshooting has been taken up enthusiastically by Home Guards and Flying Schools. The training to be had in clay-target shooting is invaluable to the man in the service.

Shotguns-Shotgun Shells Loaded With

OPONT POWDERS

and Trapshooting Equipment offer Good Profits to the dealer.

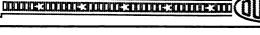
Make a list of the sportsmen in your town and let us help organize them into a Trapshooting Club.

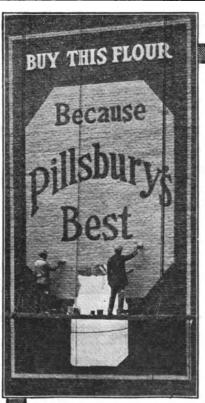
Write Sporting Powder Division

E. I. Du Pont de Nemours & Co. - Wilmington, Del.

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Painters are Good Rope Customers

Go right after their business—tell them about it

COLUMBIAN MANILA ROPE

Just how it will safeguard them in their work—how much it will save because of its exceptional wearing qualities, and in this way make it cheapest for them in the long run. You will be well repaid for this extra effort by securing several good sized orders.

Start talking Columbian Manila Rope today

Columbian Rope Company
AUBURN, "The Cordage City," NEW YORK.

Branches: New York, Chicago, Boston

THE JAMES SWAN COMPANY

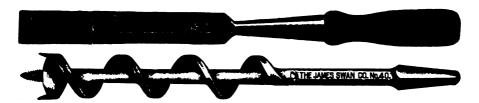
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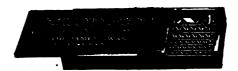
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Chisels Draw Knives



Nail Sets **Gimlets**



Gouges Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts

"Easy Emptying" Grass Catchers

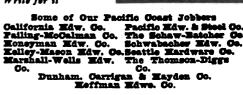
"Favorably known the world over' now made with

Re-Inforced **Non-Slipping Bottom**

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



The Specialty Mfg. Co. St. Paul, Minn., U. S. A.

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When you find "W & B" inside a diamond on a drop forged wrench you know it's the real goods. Sixty-four years of "better than good enough" tool making guarantees the best steel for the purpose, the highest attainments in manufacture and the severest tests, from raw materials to finished product. Grip a "W & B" wrench and you are ready for anything that has to be pulled off or pulled tight.

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Established 64 Years

Factories, Akron, O.; Chicago, Ill.; St. Catharines, Ont. General Offices, Akron, O. New York Offices and Store, 64 Reade St.



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND PAOT

World's Best Tubular Tr**ac**k

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE PRATURES

Frame is best grade malleable iron. Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Eastest Eunning Hanger on the market. Packed one pair in bex complete with bolts; enchalf dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO. ASHLAND, OHIO, U. S. A.

C. M. & P. W. JONAS, Rialto Bidg., San Francisco, Cal. and Equitable Savings Bank Ridg., Los Angeles Western Representatives

AutoWheel Roadster

The Play Wagon that Appeals to Every Youngster

The Auto-Wheel Convertible Roadster immediately interests parents as well as children, because of its unique convertible feature. It is a speedy coaster and a sturdy roadster combined—the ideal wagon for work or play. Patented November 7, 1916.

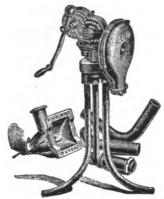
DEALERS: Get the full benefits of our national advertising. Write today for catalog and full information regarding the Auto-Wheel Convertible Roadster and Auto-Wheel Coaster.

BUFFALO SLED COMPANY

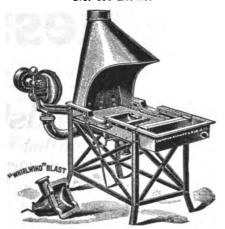


CHAMPION

BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

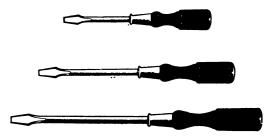
Carried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania, U. S. A.





"HURWOOD" Screw Drivers

Unsurpassed for Strength and Durability

Blade, Shank and Head are one piece of special steel. Two patented projecting wings under the head together with a rivet which passes through the ferrule, handle and shank, securely fastens the Blade in the Handle, preventing its turning.

The Blades are finely tempered and well finished.

The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

Manufactured by

STANLEY RULE & LEVEL CO, New Britain, Conn. U.S.A.

The One-Man Grindstone





Equipped with ball-bearings, drip can, comfortable seat—rides like a bicycle.

R-W Mounted Grindstones

include stones of assorted grits in 15 stock styles of foot treadle and power grindstones. Every R-W Grindstone is cut from selected Berea grit.

> Richards-Wilcox Grindstones won't come back—

The customer who buys them will

Richards Wilcox Manufacturing [0

AURORA, ILLINOIS, USA. Richards-Wilcox Canadian Co, Ltd. London, Ont A hanger for any door that alides



Surface Floor Spring Hinges

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

INVISIBLE TOP PIVOT AND release of door. MADE OF WROUGHT METAL. MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



Corner Superior and Franklin Streets, Chicago, Illinois New York Office, 85 Walker Street



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface, boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct

Supplied in Sets

Write for Catalogue





BRIER HILL STEEL CO.

OF CALIFORNIA



STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

Mills at Youngstown Ohio

WRITE FOR PRICES WE WILL DO THE REST

Miles at Miles Ohio

BRANCH OFFICES

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359-365 MONADNOCK BUILDING, SAN FRANCISCO

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox, Underwood Bldg., San Francisco, Cal. Jones & Cox, Newhouse Bldg., Salt Lake City. Utah

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Strimple & Cox, L. C. Smith Bldg., Seattle, Wash,

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWEERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

At Ten Feet From This Pump You Can't Hear a Sound

The "grind of gears," found in other pumps, has been entirely eliminated in Goulds "Hi-Speed" Pump. This makes it the ideal house pump.

Goulds Fig. 1695

NOISELESS

ELECTRIC PUMP

s no gears whatever—hence no noise. It is a patented pump with originatures in design which make possible an exceptionally low price. e "Hi-Speed" Noiseless Pump is furnished in connection with different complete outfits—with 110 or 220 volt A. C. or D. C. tors, or with 32 volt motors for operation on current from farm hting systems, or with one-half horse power gasoline engines. is adapted to either open or pressure tank water systems. ore is a big field for the sale and installation of these pumping outfits— the dealer who gets there first. Write today for complete data and prices.

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Boston 58 Pearl St.

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Henry W. Oliver Bldg.

3d National Bank Bldg. Houston 1001 Carter Bldg.



Consisting of 6 G. P. M. "Hi-Speed" Pump belted to ¼ H. P. motor and mounted on a heavy oak plank.

Northwest Agent: D. L. Herman 214 Maritime Building Seattle, Washington

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

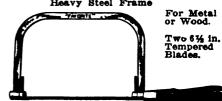
Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company East Eighth and Santa Fe Avenue LOS ANGELES

THE BRIDGEPORT HOW. MFG. CORP.

BRIDGEPORT, CONN.

ADJUSTABLE COPING SAWS Heavy Steel Frame



o. 9 "Favorite" Nickel Plated and Buffed, Hardwood Handle, Rubberoid Finish, doz. **\$9.00** 9 "Leadall" N. P. only, Red Varnished No. 9 "Leadal Handle, doz.

MO. 30 MATCHLESS ADJUSTABLE MACE SAW PRANCE



Nickeled and Buffed, Rubberoid Handle, packed one in a box with 10-in. Hard Blade. List Price, \$12.00 Dozen.

C. W. GAUSE & CO. Western Sales Agents San Francisco, Cal.

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Clover Leaf Manila Rope

Nothing Better



PORTLAND CORDAGE COMPANY

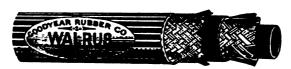
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GARDEN HOSE

THE
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OF
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WHICH
INSURE
QUALITY







INSIST
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Nos. 61, 63, 65, 67 Fourth St. & Pine St. SAN FRANCISCO, CAL.

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GOODS SOLD TO THE TRADE ONLY



UNEQUALED ASSORTMENT FOR HARDWARE STOCK







and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT APES, BOXWOOD and SPRING JOINT RULES

Stand on Records of PERFORMANCE as well as THE UFKIN RULE Co. SAGINAW, MICHIGAN 108 Lafayette \$1., N. Y. Stocked by Your Jobber

WAGNER EverTight Trolley Track

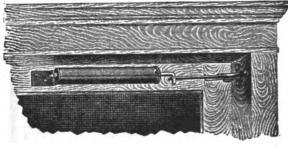
A self-cleaning, bird-proof, weather-proof track for outside of building. Has no equal for strength, simplicity and weather-proof features. Trolley can't come off track—bird's can't get into track—dirt and trash can't lodge. Used in connection with Wagner roller-bearing, double-adjusting hangers for barn, garage and factory doors.

Write for catalog showing Wagner Hangers and tracks for every purpose—also coaster wagons, complete stock carried at our Tigard, Ore., branch.

WAGNES MFG. CO., Dept. T, Cedar Falls, Iowa.







MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber whe handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Serews and Auto Accessories. Everything is kept right at the elerks' fingers' end. Catalog sent on application. All jobbers handle these

American Bolt & Screw Case Co., Dayton, O.













Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malloable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanised.

Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates

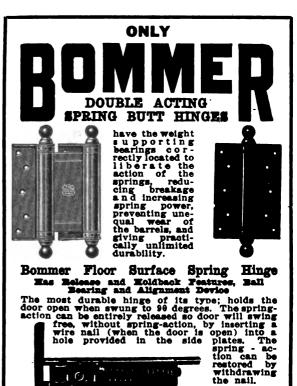
PROMPT SELPMENTS

Wrought Washer Mfg. Co.

Coast Representatives,

MUGMON & MERTON, Inc.

San Francisco, Oal.; Los Angeles, Oal.; Portland,
Ora.; Seattle, Wash.; Denver, Colo.



BOMMER BROTHERS, Mrs., Brooklyn, N. Y.

Sold by All Leading Jebbing and Supply Houses SAMSON or ROWELL



Railway Car Mover

And Have 4

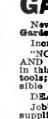
LITTLE SWITCH ENGINE OF

YOUR OWN

PRICE EACH, \$5.00

G. D. ROWELL & SON. Appleton. Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

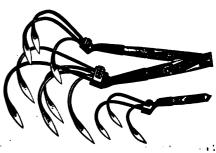
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES
AND WEEDERS are playing an important part
in this Nation-wide movement. They are favorite
tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders,
Jobbers are buying heavily, that you may be
supplied. Early buying may pay you big dividends.

Remember the name-"NORCROSS."

C. S. NORCROSS & SONS Manufacturers BUSHNELL, ILL., U. S. A.



Ears, Handles, Etc. FOR TINWARE MAKERS





B. B. Turnbuckle



Gaard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our Mo. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TIMMERS' and EOOF-ERS' SUPPLIES.

BERGER BROS. CO.

Office-229-231 Arch Street Store-237 Arch Street Warerooms and Factory-110-114 Bread St. **PHILADELPHIA**





Wheelbarrows for All Uses

Wood or Steel

70 STYLES AND SIZES And Immense Stock

Ask for Prices

Concrete Mixers, Warehouse and Factory Trucks Casters, Cast Iron Wheels, Milk and Hand Carts, Etc.



338 - 348 Brannan Street, Near Second SAN FRANCISCO, CAL.

YOUR TRADE WANTS



The Highest Grade Coil File Made IT'S A TOOL

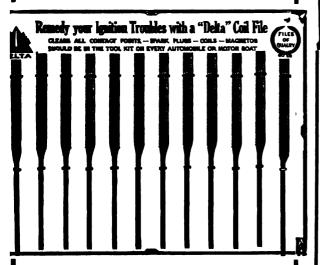


Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

> Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose



PHILADELPHIA, PA., U. S. A.



More Men Mow Their **Own Lawns**

OUR records show increasing proportion in sales of our highestgrade brands. Householders are caring for their lawns themselves. Next year you are going to have more sales than ever for



Lawn Mowers



Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

- "Pennsylvania" "Pennsylvania Jr."
- "Pennsylvania Golf"
 "Pennsylvania Putting Greens Mower''
 Continental''
- "Great American B. B."
- "Shock Absorber"
 "Quaker City"
 "Red Cloud B. B."
 "Orchid B. B."
- 'Daisy''
 'New Belmont''
 'Bellevue''
 'Panama''
 'Delta B. B.''
 'Electra'
- ''Pennsylvania
- Pony Pennsylvania
- Horse Pennsylvania Grand Horse
- 'Pennsylvania Trio Horse''—86-inch

The wise dealer will see to it that he is assured of a sufficient supply of "PENNSYLVANIA" Quality Lawn Mowers ordering as far in advance as possible.





This sign will operate in any window or on any counter equipped with electric current. All that is required is one 40-candle-power lamp. Heat turns the shade just fast enough to cause the bright colors to catch the eye of every passer-by.

Simonds Hand Saws

offer many unique advertising ideas to dealers. This is one of the most interesting. One of the above sent free to any Simonds Saw dealer, on request.



Simonds Mfg. Co.

"The Saw Makers"

Fitchburg, Mass. Chicago, Ill. New Orleans, La. Memphis, Tenn. Portland, Ore. San Francisco, Cal. Seattle, Wash. New York, N. Y.

COLDWELL WALK TYPE MOTOR MOWERS

Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

Coldwell Lawn Mower Company
Factory and Offices
at Newburgh, New York

62 East Lake St., Chicago



A Pleasure to Sell

Standard the World Over

STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago 147-149 Cedar Street, New York





GENUINE

"PHILADELPHIA"

LAWN MOWERS

STANDARD OF THE WORLD

22 Styles Hand Mowers
5 Styles Horse Mowers
3 Styles Motor Mowers

A MOWER for EVERY CONDITION and REQUIREMENT

CATALOG ON REQUEST

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cometeries, large estates, institutions and Government grounds proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN CO., 508-510 Mission St., San Francisco SALES AGENTS





GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal. THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



Do You Sell Hose Menders?



Improved Perfect Clinehing Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

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New York Office—154 Chambers Street, J. M. Sherwood, Manager San Prancisco Office—Rialto Building, William P. Horn, Manager

LANE'S HANGERS

FOR HEAVY DOORS

Cannot Jump the Track



Steel throughout — Even the Track Brackets are Steel, Riveted Solidly into Track. Write for Catalog.

Lane Brothers Company Poughkeepsie, New York.



YOUR ATTENTION

Is called to the fact that the Government has ordered a reduction in the number of patterns of Pocket Knives, Scissors, etc.

We still have a complete stock of numerous patterns and advise you to

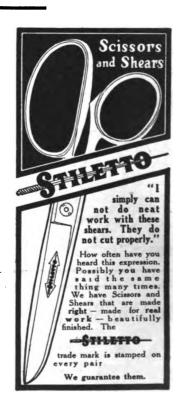
ORDER NOW





Pocket Knives
Razors
Scissors and
Shears

Are Fully Warranted



Baker, Hamilton & Pacific Company

San Francisco

1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of

Semi-Smokeless Cartridges

Civilian Club Team Championship - Won for the third successive year by the Peters Rifle & Revolver Club team, of King's Mills, Ohio; score 9945 ex 10,000 points.

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Woman Champion — Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

AND THE HIGHEST INDIVIDUAL SCORE 2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

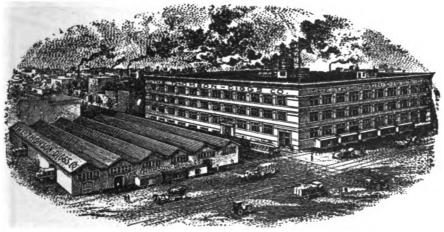
Every One of these victories is an unanswerable Proof of the Superior Quality of the (P) Brand

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco Marshall -Wells Hardware Co., Portland -Spokane, Duluth, Winnipeg - Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill. Butler & Britain, Inc., San Francisco

RE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send as your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

Chi-Namel Varnish

Heel Proof: Hammer Proof: Water Proof

CHI-NAMEL Stains and Varnishes With One Application.
CHI-NAMEL is Elastic, Self Leveling, no Brush Marks.

Anyone Can Apply Chi-Namel

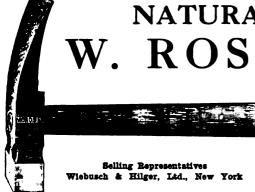


CHI-NAMEL Auto Colors are Positively Water Proof — Easiest to Apply — Last Longest.

The Tritch Hardware Co.

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Distributors for Colorado, Wyoming and New Mexico



NATURALLY—YOU HAVE W. ROSE TROWELS

but do you make your store a place where bricklayers gather? Well tempered W. ROSE BRICK HAMMERS bring them in.

Catalog or display card?

Wiebusch & Hilger, Ltd., New York WM. ROSE & BROS., Sharon Hill, Pa.



Williams' "Vulcan"

Drop - Forged Safety Lathe Dogs

Guaranteed

Tools in constant use should have qualities of strength and wear which will make them fit for many years of duty. WILLIAMS' product is all designed and made with that purpose.

A good tool helps you and is a constant and good advertisement for us. We guarantee that every tool we sell shall fulfill the purposes of strength, wear and utility. Catalog free.

Bent and Straight Tail

Prompt Shipment

J. H. WILLIAMS & CO.

"The Drop-Forging People"

60 Richards Street, Brooklyn, N. Y.

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3 Sizes, 4" to 6"

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863









Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

 D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

TRINER "LIBERTY"

PARCEL POST SCALE



With indicator showing a mount of postage in the regular stamps and a ditional a mount required in war stamps.

Saves work and prevents inaccuracy in c o m p u ting p o st age required by new war Revenue Bill.

Made only in 20 - pound capacity.

Black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.

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Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representative
Rialto Building, San Francisco, Cal.
Los Angeles, Cal.

Portland, Oregon



"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.

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The Schaw-Batcher Co.

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Blacksmith Supplies

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Sporting Goods

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Builders' Hardware
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Supplies

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WN SPRINKLE

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Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Hade for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



Open

MANDO

The Oil Stove with the

PATENTED KEROGAS BURNER

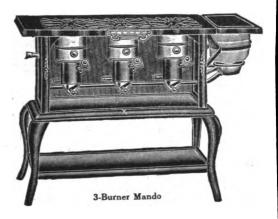
Burns 400 Gallons of Air to One Gallon of Common Kerosene

Made One to Five Burner, With or Without High Shelf
WRITE FOR PRICES

MANGRUM & OTTER, Inc.
Distributors

827-831 Mission Street

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Beats Every Other Stove Made We Can Prove It



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

If Your Jobber Does Not Carry It, Write Us

HANDI-KLAMP EAVES TROUGH HANGERS

are made of one piece band iron japanned or tinned, can be attached to trough in less than one minute without the use of tools and are moderately priced.

The Best by Right of Superiority. See announcement on page —

Randolph A. Rehrauer & Co.,



Two Rivers, Wis.

NEW HAVEN

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street San Francisco, California



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL EOOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight coments, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-00 is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. 1852 TROY, N. Y. 1918

At Your Service All Times

Our stock of Hardware, Automobile Accessories and Saddlery is as complete and well assorted as possible at this time. Thousands of merchants have profited by patronizing us and receiving the service we are rendering, which at all times is for the benefit of the Retail Merchant.

During this war period, it is well that merchants place their orders with the firms that can fill the orders complete, and we wish to state that our customers' interests will always be first with us. In our Saddlery Department, we have taken on a Government contract. Our stock in this line is only fair, but well assorted, and in order to insure the best service to all concerned, it is well for the retail merchants to place their orders early, so as to have the goods on hand for your Fall and Spring business. We will, as stated before, always have our dealer's interest at heart and will make every effort to ship goods promptly, but desire the co-operation of all.

The Salt Lake Hardware Co.

Salt Lake City, Utah --- Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES
CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



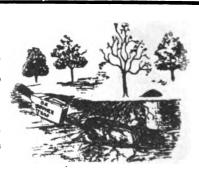
BASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP SURE TO CATCH & SURE TO HOLD Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



QUALITY—SATISFACTION



You'll Find Both in Our "De Luxe" Line of

DAIRY PAILS **CREAM CANS** WASH BOILERS JAPANNED WARE **WASH TUBS WATER PAILS** WELL BUCKETS. ETC.

Also a Complete Line of Pieced, Stamped, Japanned Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES
Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Lnameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

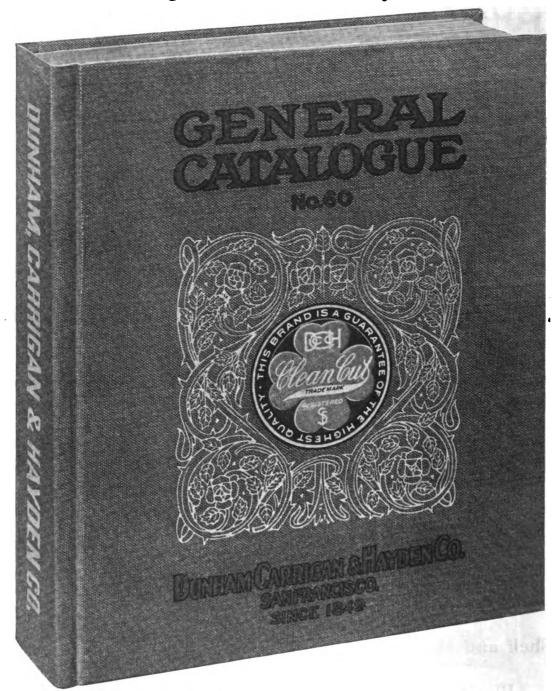
Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

General Catalogue No. 60 Now Ready for Distribution



We take pleasure in presenting to the trade our New Catalogue, upon which we have been working for some time to bring it up to what we hoped would prove a standard of excellence for trade purposes.

Our aim has been to provide a thin, but not transparent paper, the illustrations to be such size as to be distinct, but economical of space; the type to be clear, the initial or catalogue numbers and prices prominent, such explanatory descriptions as are requisite, and the binding to be strong enough to permit of standing the volume upright without crumbling.

We trust that a perusal of its contents will meet with approval.

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U.S.A.

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TOOLS

A few me

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell - Paterson Hardware Co. salt lake city, utah

Wholesale Only

Honeyman Hardware Co.

Ninth and Hoyt Streets Fourth and Alder Streets

Great American

(Pennsylvania Quality)

Elm Park, Wizard, Monarch Acme and Magic

Lawn Mowers

Ottumwa All-Steel Lawn Mowers

Non-Breakable, Self-Sharpening

Cotton and Rubber

Garden Hose

Hose Reels, Lawn Sprinklers

White Mountain Refrigerators
"The Chest With a Chill in It"

POULTRY NETTING

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially sdapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon







"ENTERPRISE"

Sausage Stuffer and Lard

Press
Almost as necessary as the

hog in the production of home-made lard and sausage.

4-qt. size, Japanned, \$11.00

If ever a good sharp steel knife is needed anywhere, it is needed in a Meat and Food Chopper.

You wouldn't let a customer buy a nut cracker for peeling potatoes, without giving her some good advice. Apply the same principle to the sale of Choppers. Show your customer the

"ENTERPRISE"

Meat-and-Food Chopper

Explain the working of the perforated steel cutting plate and the four-bladed revolving steel knife that cuts—shears—clips the particles of meat as smoothly as a razor blade. The only machine that chops food without crushing it.

"ENTERPRISE" Cirulars, imprinted with your name and address,

'Enterprise'

Meat - and -Food Chop-

No. 5, Fam-

ily Size,

\$3.00

Large Size,

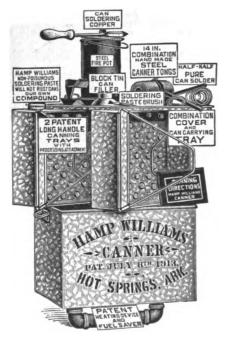
\$4.75

per-

e that cuts—shears—clips the cicles of meat as smoothly as a related. The only machine that se food without crushing it.

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U. S. A.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

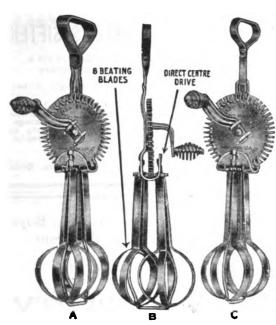
Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS



WESTERN SALES REPRESENTATIVES
Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

Ladd All-Steel Beaters

AS PROFIT MAKERS

Easily proven: Legitimate stores make nothing on 10 or 15c articles. The cost of sale, wrapping and delivery kills all profits. On a 50c article at low cost, it is different: THERE'S PROFIT, especially if sale is as easily made. Calls for Egg-Beaters are constant. Why not sell those paying YOU PROFITS and at same time giving your customers, whom you are obligated to please, the unusual SATISFACTION existing in a perfect article? That is the LADD ALL-STEEL BEATER only. 100% SANITARY; Nickel-Plated; Perfect Construction.

Choice of 3 holding handles always.

JOBBERS, the world over, and US.



LADD Mixer-Churns



United Royalties Corporation 1133 Broadway, New York

A Proven Repeater

Made in One Size Only

Fits Pint, Quart and Half-Gallon Jars



The demand this year will be larger than ever. Increased output and central location enables us to fill orders promptly.

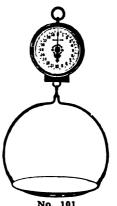
Order now through your jobber, or write us direct for samples and prices.

The Kerr Wire Products Co.

Manufacturers of

THE HANDY FRUIT JAR HOLDERS
323-325 West Randolph St. Chicago, Ill.

PELOUZE New Hanging Scale



Capacity 20 lbs. by ozs.

The Dial is large and distinct -- finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

Pelouze Manufacturing Co.

Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

EWING-LEWIS CO.
Representatives

San Francisco

Los Angeles



Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb. (Nearly 50 years making better brooms)



GENUINE

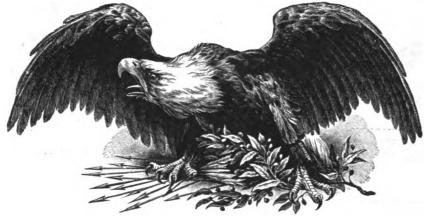
HUNTER'S SIFTER

The Standard for Quarter-Century

Sectional View Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in each piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleans-

THE FRED J. MEYERS MPG. CO.



at the Front

Back Up Our Boys

BUY LIBERTY **BONDS NOW**

Do your Bit and do It Right Away

EDWIN B-STIMPSON COMPANY

BROOKLYN. NEW-YORK

QUALITY, plus SERVICE, equals SATISFACTION



fade in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-BINED, and SUPERIOR FOLDING

WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

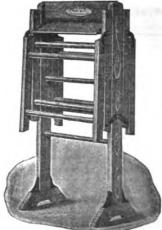
Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill. and the Acme of Perfection.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers.

Hamilton, Ohlo U. S. A.



Will hold a 10, 11 or 12 ime clothes wringer.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes.— 1 2 3 4 5 6
Diameter of Fire Pots 13½" 16" 18" 20" 22" 24½"
Weights, 182 240 300 385 525 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers

MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the



It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

BOYAL IRON MFG., COMPANY

553 Wayne Street

Big Prairie, Ohio

An All-Year Seller



8 Arms, 30 Inches Long

Sells the year 'round because it is used the year 'round. It is very practical and useful in laundries of private dwellings, especially in wet weather.

Apartment house dwellers find it necessary every wash day.

Substantially built of hard wood and cold rolled steel. Easily raised and lowered.

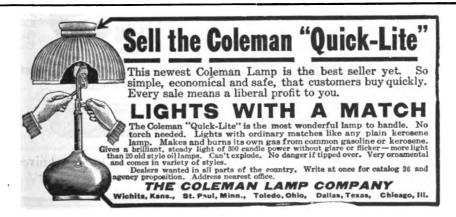
And very easily sold if properly displayed.

Write for our catalog. We make many more styles of Clothes Dryers, also Towel Racks, Mop Sticks, Sleeve Boards, Hat Racks, etc., etc.

The Penn Mfg. Co.

P. O. BOX 500

NORTH GIRARD, PA.



White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCE OFFICES:— Atlanta, Ga. Dallas, Texas Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

The Ontario Knife Company, FranklinvIlle, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



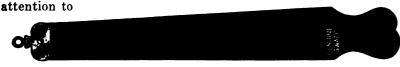
We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

ALLEGRETTI RAZOR STROPS

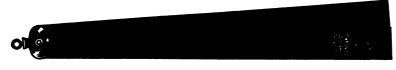
made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. COMPANY, practical razor strop-men, employ only the most experienced men, and use the very best of materials; as it is their aim to please the customer by giving him the best strop possible.

With our motto, "Nothing Less Than Perfection," we desire to call your special



No. 200 — Combination strop of selected leathers in brown and black, self honing, fashioned handles, square nickel swivel, and elegant strop for private use. Size 2 4 x24 in.



No. 250 — Combination strop of Royal Seal leather, brown with black select horsehide, self honing, round nickel swivel, a very fine strop. Size 2 4 x 26 in.



No. 252 — Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size 2½ x24 in.

All our Leather and Web strops are weather and climate proof. Every strop stamped "ALLEGRETTI" is guaranteed as to Quality. Let us send you our catalogue. DON'T WAIT

ALLEGRETTI MFG. CO.

GENEVA, N. Y.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

BALDWIN Dry-Air Refrigerator





A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

The Baldwin Refrigerator Co. Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco

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MADE IN OHIO, U.S.A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensiis.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FRCFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTEOTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

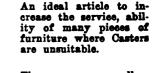
The Buckoyo Aluminum Company

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4-1/2" Diam.

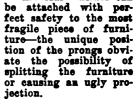




No. 3-54" Diam.

They are easy sellers and afford a good margin of profit for the merchant.

"'Universal' Slides can





No. 2-13/16" Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.



No. 1-1" Diam.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.

Write for SAMPLE CARD No. 25 H.W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co. BRIDGEPORT, CONN.

Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes, wiz:

- 8 Gross Rulber Head Nails.
- 4 100/144 Gross Bumpers.
 - 17 Doz. Slotted Screw Tips.
 - 4 Doz. Wood Peg Tips.
 - 3 Doz. Patent Bocking Chair Tips.
 - 4 Doz. Stetson's Combination Cushion Chair Tips.









"Elastic" Chair Tips

Prevent injury to floor and carpet, sto, the noise nuisance in the hor e, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.



"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then
watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

A distribution of the state of

de de la

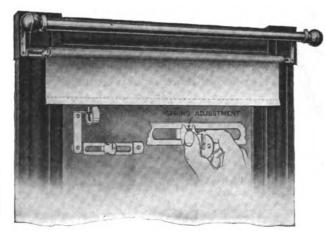


UNIQUE

EASY TO SELL

PROFITABLE

The New PERFECTION Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street NEW BRITAIN, CONN.

Digitized by Google

You Should Sell

Hercules Cold Solder

You are missing a ready seller and a good profit.

A semi-liquid metal-mender used without heat or acid. Guaranteed to mend holes, cracks or leaks on any metal; adapted for pipes, automobile radiators, cooking utensils of aluminum, enameled ware, etc.



This is a time of conserva-

Many articles and utensils's can be saved by HERCULES COLD SOLDER.

"Anybody can mend anything" with this wonder substance. A necessity in every home, which you should supply.

Put up in tubes for instant, convenient use. Hardens when exposed to air. Not af-

fected by heat or water.

Retails for 25 Cents Per Tube

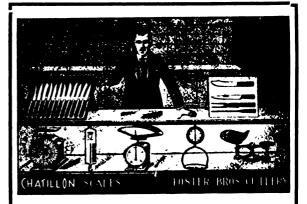
GET IT FROM YOUR JOBBER

If he can't supply you, write us direct. Packed in one and two dozen display cartons,



FREIDEN MFG. CO.

Factory, San Diego, California



"You Should Have Our Catalogues Illustrating This Profitable Line"

For over 85 years, Chatillon Scales have been sold by thousands of dealers throughout the world.

These scales represent the best that skilled labor, years of experience and finest materials can produce. They appeal to scale buyers.

Foster Bros.' Cutlery, which is a part of the complete Chatillon Line, needs no introduction.

This cutlery is world known for its high quality, attractive design and long service.

> Write today for copies of our scale and cutlery catalogues, together with price lists less dealer discounts.

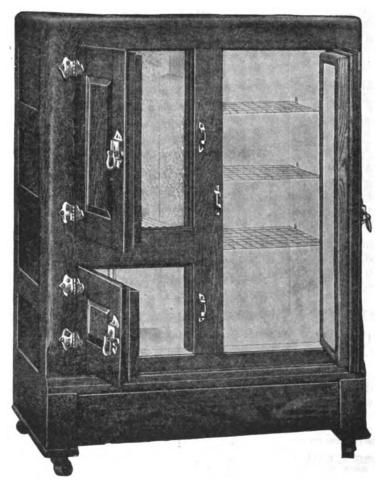
SNOS 3 NOLLITARY NHOL

Established 1835

85 CLIFF STREET - NEW YORK CITY

Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

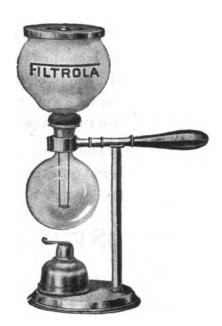
Monarch Refrigerator Co., Burlington, Vt.

Union Hardware & Metal Co. Los Angeles Butler & Brittain San Francisco

Filtrola



The Art of Coffee Making



OFFEE making in the United States has been a "national disgrace" until the "Filtrola" made its appearance. Bad coffee, drugged with Tannin and Caffein, ruthlessly robbed of its aroma, has been a fault all the years of the history of the nation. This was due to the "biled" coffee pot and subsequently to the metal percolator.

The "Filtrola" Cures the Fault and saves nearly half the coffee.

The "Filtrola" is the machine you have seen used in exclusive hotels and restaurants. It produces coffee containing but a negligible percentage of Tannin and Caffein, with all the wealth of the perfect coffee aroma.

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

Los Angeles

W. P. Horn Co., Pacific Coast Representatives Rialto Building, San Francisco, Cal.

Portland

New York Stamping Company

BROOKLYN, NEW YORK

Beauty in silverware may be only skin-deep but Quality goes deeper

You can't tell a thing about the wearing quality of a piece of table silver by looking at it. Use your head as well as your eyes when you make a purchase.

Think for a moment! What brand of silverplate have you heard the most about? It is the

1847 ROGERS BROS.

You've heard the most about it because everybody knows the most about it. It has been in use longer than any other brand or make, and use is what tests the quality of silverplate.



ELECTROTYPES FEATURING CONSERVATION

Write for folder No. 1394-W of newspaper advertisments supplied in electrotype form (illustrations and text complete) especially prepared for Thrift-time advertising by dealers.

INTERNATIONAL SILVER CO., MERIDEN, CONN. 150 Post St., San Francisco.

ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless Sanitary Self-Basting **Self-Browning** Satisfactory



Best Shape and Construction For Efficiency

HAS HOT AIR JACKET

(Prevents Burning)

CLOSE FITTING

HANDLES

ONE PIECE BODY (Makes Cleaning Easy) MAKES ROASTING A PLEASURE (No Basting Over Hot Oven)



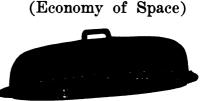
sh Racks can be fur-nished for use with the roaster, but are not in-cluded unless ordered

TWO SIZES Small Holds

10 Lb. Round Roast 8 Lb. Rib Roast 8 Lb. Leg of Lamb 1 10 Lb. Turkey or 2 4 Lb. Chickens

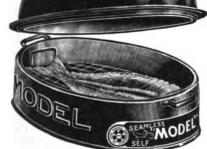
Large Holds

18 Lb. Round Roast 14 Lb. Rib Roast 14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens
Small 10¼ - in, x 15½ - in,
including Handles 17 in,
Large 11¼ -in, x 17¾ -in,
including Handles 19¼ - in,
including Handles 19¼ - including





Gray Mottled Enamel



Blue Glazed Enamel

Represented in California by

BARRETT & ROSS

91 New Montgomery Street San Francisco, Cal.

> In the State of Texas hv C. V. MILLARD San Antonio, Texas



"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by

FRED A. LEE

1626 Thirteenth Avenue Seattle, Wash.

One Size 123/4 in. x 185/8 in., including Handles 203/4 in. Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

NEW YORK THE CENTRAL STAMPING COMPANY

Help Win the War —in the Kitchen

Encourage the vast army of housewives in the conservation of the Nation's food supply. Help them by supplying war-time kitchen utensils to carry on the good work.





Home Needs

Save the Wheat

with UNIVERSAL Bread Maker. Makes nutritious, clean and wholesome bread out of wheat substitutes. Does the mixing and kneading in three minutes. Hands do not touch the dough.



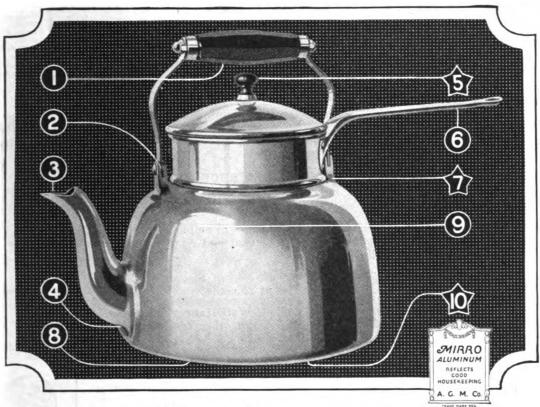
Save the Food

with UNIVERSAL Food Chopper. A wartime utensil which is playing a leading role in the saving of food in the home, palatable dishes are made from left-overs which would under ordinary conditions go to waste.



Aluminum Percolator, makes coffee without boiling, extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL percolating process the coffee is delicious in its making, with all its strength and aroma preserved.

Landers, Frary & Clark, New Britain, Conn.



Two Mirro Utensils in One

Food Saving - Fuel Saving

If ever a cooking utensil of unusual utility reflected good housekeeping at its best, it is this combination Tea Kettle with Inset—a Mirro creation.

While the kettle boils, the custard, boiled dressing, milk, etc., is being thoroughly cooked without danger of burning. The advantage is threefold, in time saved, in food saved, in fuel saved.

In addition, there are the ten superb features of the utensil itself—three of them exclusively Mirro—features that readily commend themselves to the discerning home-keeper:

(1) Highly ebonized, sure-grip, detachable handle. (2) Slotted ears that permit handle to be shifted to any desired position without coming

in contact with Kettle. (3) Easy-filling, easy-pouring spout. (4) Spout welded on.

*(5) Rivetless, no-burn, ebonized knob.
(6) Hollow steel handle, comfortable to the hand.
*(7) Handle ears welded on. (8) Unusually wide heating base. (9) Famous Mirro finish.
*(10) Mirro trade-mark stamped into the bottom of every Mirro article.

The same cover will fit both Kettle and Inset.

The star features 5.7 and 10 belong exclusively to Mirro. Illustration shows plain round style. This utensil is also made in the popular Colonial style, also exclusively Mirro.

The best of a quarter century of fine aluminum making is wrought into every piece. Mirro truly reflects good housekeeping.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., U. S. A. Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data

ON TRANSPORTED ALUMINUM, Reflects Good Housekeeping

We'll Send Householders to Your Store for Smooth-On

We're going to hammer hard on Smooth-On Household Cement before the ten million readers of the

SATURDAY EVENING POST

WOMAN'S HOME COMPANION POPULAR SCIENCE MONTHLY POPULAR MECHANICS SCIENTIFIC AMERICAN

Our advertisements in these strong publications will emphasize the many different uses of Smooth-On Household Cement and send householders to your store for it.

Be sure you are stocked with the new 6-oz. cans of Smooth-On Household Cement, which retail at the popular price of 25 cents.

And be sure and ask your joboer for a Cloth Wall Hanger, Easel Back Celluloid Counter Sign, printed in four colors, and other free advertising matter to help sales.

Note how attractively Smooth-On Household Cement is put up; 1 dozen cans in a handsome colored Counter Display Carton, ready for immediate display on counter or shelf. An interesting and instructive 16-page booklet is supplied with each can.

Remember, it's the same reliable Smooth-On Cement that has been repairing leaks and breaks in metal articles and on metal surface for 23 years, sold for the first time in smaller cans. Anybody can use it.

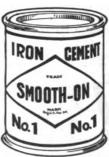
This Display Carton is handsomely lithographed in colors, with hinged cover, which stays upright when placed on counter or shelf.

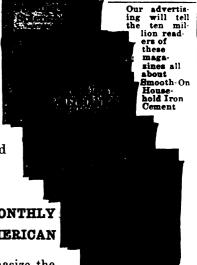
Write for complete literature, prices and circular showing our Dealer Sales Helps.

Don't delay-order today. Any progressive jobber or supply house will see that you are supplied.

Smooth-On Mfg. Co.

Jersey City, New Jersey U. S. A.





A Few Uses for SMOOTH-ON IRON CEMENT No. 1 for Household

















OVENS and LIDS

EMENT FLOORS



VERYBODY who has ever bumped his shins in the dark, groping for the light-chain, will want the Ingersollite.

People buy one and come back for enough to equip the whole house—for it means no more stumbling around dark rooms to find the light-chains.

This really remarkable device is simply a small glass tube, unbreakable. It contains the same luminous material used on Ingersoll Radiolite watch dials.

The Ingersollite attaches to the end of the light chain. At night, it glows like a little ball of fire. Spotting the chain in the blackest darkness becomes easy, sure and quick.

Where it's a question of saving their shin bones, people are quick to see the point. So stock the Ingersollite at once.



gersollite

The Little Spark you see in the Dark

Attaches to gas jets as well as electric light chains and key switches. No skill or tools required. Full directions with every Ingersollite. Ingersollites are advertised in a full page of the Saturday Evening Post, issue of September 14th. They will be strongly backed by advertising in many other publications.

HERE IS A SELLING OUTFIT THAT **ASSURES QUICK TURNOVERS**

Ingersollites come packed five dozen in this attractive green and black carton. It makes a splendid display case for your counter. Put it where people can see it, and you'll find the Ingersollite sells on sight.

With a trial carton, we'll also send a window card. Order a carton today. Costs only \$2.00 a dozen. The investment is small, but the turnover is rapid and the profit is good.

Robt. H. Ingersoll & Bro. 315 Fourth Ave., New York Montreal San Francisco





LOOKS BETTER LASTS LONGER SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

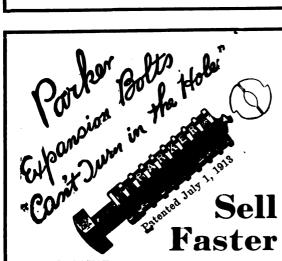
AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

Mt. Wolf, Pennsylvania

Factories:
Clinton, Iowa

Niles, Michigan



BECAUSE-

- 1. Can't turn in the hole.
- Steel Spring Band keeps thread in perfect alignment and permits full expansion of shield.
- 3. No rough spots in castings.

Above features all make for a better fastening faster.

PARKER SUPPLY CO.

Manufacturers

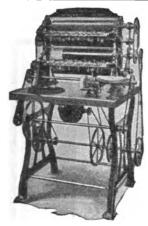
784 East 135th St.

New York

Write for the Parker Proposition







A REMINDER

A Hatfield Grinding Machine in your store or window will suggest"dull blades" and "resharpening" to every man who sees it.

And the men who don't shave and who don't shave with safety razors are few and far between nowa-days.

The

Hatfield Grinding Machine

is sharpening safety razor blades at the rate of from 100 to 700 and more blades every day.

Many of these improved sharpening machines are paying the rent for their owners. There's such a demand for them that we're now making them in six different sizes, 1-blade to 24-blade.

And we sell them on such easy payments that you don't feel the outlay.

We'll send Booklet and Full Particulars on request.

HYFIELD MFG. COMPANY

21 WALKER ST., NEW YORK CITY



COMMON SENSE

Mr. Hardware Merchant-

Mr. Hardware Merchant—
Consider the many customers who enter your store cach day and leave with only a small purchase—here are wasted opportunities. By an attractive and systematic display of your merchandise you could have added to each customer's purchase something he possibly had not thought of, but actually needed. This would have meant increased sales for you—consequently a quicker turnover of your stock and more profits at the end of the year.

As a wide-awake merchant, why continue to overlook this big possibility?

"Duluth" Sectional Hardware Store Shelving will do all these things for you and more, too. It is not a high-priced, elaborate system of shelving, but just a common-sense system that will fit your store and pocketbook. Ask for our new booklet, "Cutting Costs and Increasing Sales."

Duluth Show Case Company, Duluth, Minn.

Detroit Weigh

MAKES

Hardware Pay

A Detroit Automatic Hardware Scale is more essential than your Cash Register, as it determines the amount of your profit. It instantly and automatically gives the weight price and value of any commodity placed on the platform.



We send free for the asking a Profit Percentage Chart—which includes full instructions how to sell wire screen without waste or mental effort in figuring square feet.

Detroit Automatic Scale Co. Detroit, Michigan





THE WESTERN

ASSOCIATIONS

(Copyright 1918 by the HARDWARE WORLD. All Rights Reserved)

Volume XIII SEPTEMBER 1918 Number 9 ::

WORLD IS THE OFFICIAL ORGAN OF

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100

WHY DO YOU CUT PRICES!

Let's get beneath the surface of this pricecutting question and have a man-to-man talk about it. You do not cut prices because you want to give away a portion of your legitimate profits. You do not sell below the standard price because you conscientiously think the article worth no more.

Perhaps you have been giving away your rightful profits and charging the loss up as advertising expense. If you had spent a like sum of money in legitimate advertising channels this expense would have become an invest-

ment paying you rich returns.

You are entitled to more than mere living wages from your business. You are entitled to compensation for the money you have invested, plus compensation for the risks you are taking of losing that money, plus compensation for the extra worry of running the business.

If your business is not paying you a salary that you could make working for someone else, besides a six per cent dividend on your investment, you are losing money, and it is time to revise your business methods. You are no better off than the man who works for a salary and invests his capital in bonds and mortgages.

How are you going to pay the war taxes and the increasing costs of doing business if you are

wasting the opportunities at hand?

The solution to your problem is easy. Give

quality and get full price.

Immediately there is a chorus: "How do you expect people to pay me full price when my competitor down the street will continue to sell at cut prices?"

Forget your competitor. Run your own business and leave your competitor to solve his own problems. He is not going to continue throwing away his good money when he sees you earning extra profits on every sale you make.

It might stiffen you up a bit if you knew that only 4.2 per cent of all the 16,496 failures in the business world of the United States last year was due to competition. The authority for this statement is Bradstreet's "Why Men Fail."

START SOMETHING

Retailers do not seem to fully realize the great importance of leading-being the first one—to install a modern service for the consumer. As a class, they hesitate, always wanting to wait until someone else has tried it out. They overlook the profitable publicity that someone else gets while they are putting on the market what the consumer needs and wants.

After their competitor has made good, then they fall meekly in line and do the same thing; but it then takes them forever to catch up with him. They are always day after day trying to compete with him.

YOUR TOWN IS WHAT YOU MAKE IT

When you see a big rock rolling ponderously up a steep hill, you know without going back of it to look, that there is some force behind that rock that is pushing to beat the band; and when you see a town that is going forward steadily and surely, overcoming the obstacles that all growing communities have to encounter, riding down its little, old-time, goodenough-for-father-and-good-enough-for-me structionists, you will know without the question of a doubt that good men and true are behind that movement, and that they have their shoulders to the job. There may be exceptions to the rule—and if so they only serve to prove the rule—but the fact is that towns and cities are only what their citizens make them, and in such matters, "Citizens" means "business men."

You say, "That town has great possibilities," and it is all bosh. Human possibilities are man-made; nothing else. They say, "You can't make a silk purse out of a sow's ear," but the truth is that a skillful man can make a purse out of a sow's ear that has a silk purse skinned to death. It isn't so much what you have, as what you think you have, and what you make others think you have. Half a loaf to a wise man is worth more than a whole bakery to the man who does not realize the value of his possessions.

You say, "My town is dead," and you immediately contribute liberally toward its burial ceremonies. Your town is what you and your other townspeople think it is. Reverse your attitude. Instead of thinking it's deadthink it's alive, and you will immediately begin to contribute toward its enlivenment. Say it's alive, and get others to saying it. They will soon be believing it, and when they begin to believe it, it will become a fact.

Remember, it isn't your town—it's you. Make your town what you would like to see it.

JUST AMERICAN

Just today we chanced to meet— Down upon the crowded street; And I wondered whence he came, What was once his nation's name. So I asked him, "Tell me true, Are you Pole or Russian Jew, English, Scotch, Italian, Russian, Belgian, Spanish, Swiss, Moravian, Dutch or Greek or Scandinavian." Then he raised his head on high,. As he gave me this reply. "What I was is naught to me, In this land of Liberty, In my soul as man, to man, I am just American."



Problems of Distribution

(By Mr. H. L. Thompson, of Bostwick-Braun Co.)

roads those placed in charge found it necessary for further income. I think this is positive proof that the railroads were underpaid in the matter of freight and passenger rates and I hope that when this war is over, that the public will look upon transportation in a different light. Instead of demanding low rates and fares let us demand that the railroads be kept at the highest point of efficiency.

Shippers' Troubles

I am sure there is nothing today that adds more to the cost of distribution of merchandise than the inefficiency of the railroads.

At times merchandise has been in transit as long as three month from short distances. We have had merchandise on short orders that was sixty, seventy, and eighty days getting to us when it should be only a week. We cannot count on less than sixty days in making our purchases.

We have had a traffic department of from five to eight men whose duty it is to look after shipments coming in and going out. They have gone up and down the railroads locating freight. Some times they have stayed by a car until we got it into the freight-house.

When it comes to shipping out goods we do not have to wait long but our customers do. We have taken goods to the freight-house and found the doors closed and notices posted that no more freight would be accepted for the balance of the week.

We have called our shipping force to the store at six in the morning instead of seven time and again and had the drays loaded and at the freight-house before the doors were open, standing there waiting to get in to deliver the goods. The first dray might be unloaded and perhaps make a second trip but I have known the dray that was at the station at nine in the morning to be still waiting at four thirty in the afternoon and unable to deliver the goods.

Cost of Service.

We have tried to get service. I consider that the five-ton truck costs fifteen dollars a day to operate, spread that over five tons of freight with but one delivery a day and there is a tremendous increase in the cost of cartage. I know that our cartage bill will be double the amount it was under normal conditions, as a result of our efforts to get goods in and then make delivery for our customers.

The railroads are not to blame for this. They were held down and not allowed an income. When the advance in wages came they were the one industry that could not pay it

because they did not have the necessary income. They had the most incompetent, most inefficient of labor and were short of help besides. Many a time have we sent our men to the freighthouse to help load cars.

The cost of cartage, the cost of capital invested in merchandise tied up in transit, does not apply solely to the jobber. It begins at the mine and continues at the furnace, mill, and the manufacturer of finished products on to the jobber and retailer. It must go into the price of the goods and the consumer must pay it.

To Basic Matters.

Two things are to be considered in production. First, the direct production, second, the indirect.

In ancient times when there was war half the fighting population went to the front. The rest stayed at home to provide food and munitions. It is no different today. We not only must have guns and munitions but food and the people who produce the food must also be maintained. In my judgment at the present time between eighty and ninety per cent of our iron and steel manufacturers are working either directly or indirectly on Government business.

Curtailment.

It is difficult to tell just what popular line for domestic production is curtailed most. About the only answer I can make is this, that the manufactured article that requires the most raw material is the one that is being curtailed at the present time. For instance, black and galvanized sheets; there is big curtailment here. It is impossible to get stocks to take care of the trade.

In those factories not engaged directly in the production of war supplies I do not believe we can expect them to reach over fifty to sixtyfive per cent of normal production. demands of the Government are so heavy that the business of lesser importance has got to take a back seat. The retail merchant must make up his mind to work on small stocks, the jobber must do the best he can to keep his stock in shape and get the Government to see the importance of this and enable him to make small shipments. I would not be surprised if the Government would ask manufacturers and jobbers to curtail all orders sent them to the lowest point practicable so as to keep the distribution as broad as possible.

Don't Want Big Orders

I have given instruction to our men to eliminate all quantity prices. We are going to make our prices reasonable and ask our customers to buy in as small lots as they can. We do not want big orders. We want small orders and as

broad a distribution as possible.

It is hard to specify just what are nonessentials. Many of the necessities today will be non-essentials six months from now. There is no question in my mind but that the non-essentials will be automatically removed. Conditions and the patriotic spirit of the American people will force it. Patriotic Economy.

It is the patriotic duty of every merchant to impress upon his customers the importance of practising economy. If he can use the old hammer or saw a year or two longer encourage him to do so. Urge him to save his money for the purchase of Liberty Bonds, Thrift Stamps, etc. As the war continues the demand for money grows. This is one of the most patriotic things we can do at this time.

The Jobber's Purpose.

When I took over the management of our firm I studied the jobber's purpose. There was a great question as to whether the jobber has a future or not. After analyzing it for some time I arrived at this conclusion. The jobber has two functions, namely, warehousing and banking. He must carry the goods to fill orders promptly, he must have the money with which to buy his stock at the best price and have it ready when the demand comes.

I am absolutely sincere in this and speaking for our company, if there is any method that can be worked out by the Government to effect an economy, either in shipping goods or, if it can work out, a system that will help conditions and lead to the better distribution of goods, I am for it because it is a patriotic duty and we have all got to make sacrifices at this time.

ARE YOU GUILTY OF THIS! They say sometimes, "It's cold as Hell!" Sometimes they say, "It's hot as Hell!" When it rains hard, "It's Hell!" they cry; It's also Hell when it is dry; They hate like Hell to see it snow; It's a Hell of a wind when it starts to blow. Now, how in Hell can anyone tell What in Hell they mean by this word, "Hell"?

"This married life is Hell," they say: When they come home late, there's Hell to pay: It's Hell when the kid you have to tote-When it starts to bawl, it's a Hell of a note: It's Hell when the doctor sends his bills, For a Hell of a lot of trips and pills. When you get this, you know real well Just what is meant by this word, "Hell".

Hell, yes! Hell, no! and Oh Hell! too; The Hell you don't! The Hell you do! And what in the Hell! and the Hell it is! The Hell with yours; and the Hell with his! Now who in the Hell! and Oh Hell where? And what in the Hell do you think I care? But the Hell of it is—it sure is Hell— We don't know what in the Hell is Hell!

THE WORKINGMAN'S PARADISE

German propaganda has always dwelt upon the lovely paternal policy of the Kaiser government, and its watchful care for the happiness and welfare of its people. We have heard much about their social insurance and old age pensions.

Recent figures show that the average wage in Germany before the war among the woodworkers, a typical industry, was \$5.99 a week. Their old age pensions ran from \$18.58 to \$48.45 per year. The federal farm loan banks were useful only to the reasonably comfortable middle class farmers.

Working hours in Germany average much longer than ours. Mighty few of our working people would change conditions here for those in kaiserdom. Yet so skillful and far-reaching has German publicity stuff been, that most people thought the kaiser had gone far beyond our country in his careful insurance against poverty. It all goes to prove the value of advertising, but as in other fields of business. the advertiser has to back up his goods.

THRIFT

Without me no man has ever achieved success, nor has any nation ever become great.

I have been the bed rock of every successful career, and the cornerstone of every fortune.

All the world knows me and most of the world heeds my warning.

The poor may have me as well as the rich. My power is limitless, my application bound-

He who possesses me has contentment in the present and surety for the future.

I am of greater value than pearls, rubies and diamonds.

Once you have me, no man can take me

I lift my possesser to higher planes of living. increase his earning power, and bring to realization the hopes of his life.

I make a man well dressed, well housed and well fed.

I insure absolutely against the rainy day.

I drive want and doubt and care away.

I guarantee those who possess me prosperity and success.

I have exalted those of low degree and those of high degree have found me a helpful friend.

To obtain me you need put out no capital but personal effort, and on all you invest in me I guarantee dividends that last through life and after.

I am as free as air.

I am yours if you will take me.

I AM THRIFT.



Capitalize Your Experience

What Value Is It Unless You Put It to Good Use?

(By B. J. Boorman)

OWDER scattered promiscuously over the surface of a quarter of a section does not project a bullet to the mark, but if confined and concentrated with right and careful aim and lead make a BULLS-EYE.

Focus your thoughts with intensity on your business, properly guided by reason and good judgment, circumscribed by square dealings, and SUCCESS will attend your efforts.

If the man in business could only realize the necessity of having some mottoes for guidance, and work to the indicated principle of those mottoes, the results of money, man's experience and energies would be decidedly different.

Here is a motto, JUST RIGHT IS NEAR ENOUGH.

Another, TRIFLES MAKE PERFECTION, BUT PERFECTION IS NO TRIFLE. Just analyze these mottoes. Do they mean anything to you or to your Business?

We speak of EXPERIENCE, but really is not experience a DEAD LOSS unless we can use it, apply it, or SELL IT for more than it cost?

Did you ever stop to consider that there is a Point of Contact governing the great law of CAUSE AND EFFECT? There is controlling power resulting from Point of Contact in understanding people, understanding your customers, guiding them by intelligent suggestions, as well as being understood, if you please.

What is the art of making a sale? Is it not a mental operation? You should first know the merits as well as the uses of the goods you offer. Your argument, (and don't talk too much), comes in contact with the purchaser's reason. When the desire is created and so indicated, you have mastered the situation. Create a desire in the mind of your prospective customer, not for your goods, but the desire for the COMFORTS, JOYS and SACREDNESS of the home; desire for better and more efficient tools; the pleasures and convenience of a garage; the profits and necessities of a silo or a barn as a finished creation.

Successful Men Must Be Up to Date

The Dealer with SLENDER SHRIVELED, SHRUNKEN SHANKS, who says "I am not interested in modern modes of doing business." or "I am not interested in modern step-saving plans," would perhaps argue that his father, who used to go to the grist mill on horseback with wheat in one end of the sack balanced by a stone in the other end of the sack, got along fairly well, so "why should I worry?"

Such dealers and non-progressives are

EASY COMPETITION and EASY PICKINGS for the mail order house. But today, 1918 A. D., the voice of prudence calls on us to fortify our business that no exigency or condition arising shall invade our property rights. The GREATEST PULMOTOR you can have is MODERN METHODS, MODERN AND PRACTICAL IDEAS.

Vision, Impressions

Observing a stock of goods properly placed and systematically arranged, well kept premises, indicates that there is an ownership. Customers become impressed, and desires are formed; RESULTS, VISION, IMPRESSIONS, CONCLUSIONS! Who is the winner? Both you and your customers!

A dynamo perfectly wired, (a modern, well kept stock and premises), the current of effort will radiate profitable results just the same as the main spring of your watch. It coils and spreads.

Has your business a soul and spirit that leads in your community to greater accomplishments for the upbuilding of your community? What is the greatest dynamic force in your business? Is it the possession of a thorough knowledge of merchandising and of your business in all of its ramifications, or have you inherited or become successors to a business established years ago where the old methods were pursued? Which in your judgment do you think will survive the sublime test which is sure to come? These are thoughts for your deliberation and consideration. Your business is just what you elect to make it.

Let's all do OUR BIT, and as the curtain of experience falls upon our endeavors and year's work we will find that "He profits most who serves best."

Remember that our business is much the same as a great garden patch—just as soon as we stop hoeing the weeds commence to grow.

AS A MAN THINKETH

The thinker may be radical, progressive, conservative—that does not so much matter. There is always hope for a man who thinks, for he will develop a philosophy of life which will set up standards. He is hospitable to truth; he recognizes his place in the world; he knows that nothing is fortuitous; he respects and observes the laws, as he sees it; he changes because he sees all else change. The speed of his adapation conforms to the needs of his life and his problems, but he changes because he recognizes the necessity for keeping in touch with life as it really is.

Pushing Stoves and Canning Supplies

EVER has there been such a chance as this season of pushing the sale of fruit jar supplies and utensils of all kinds for preserving—and at the same time the sale of stoves and ranges, especially those of the gas variety.

The Government is back of the big canning and preserving campaign; bulletins and leaflets are being issued urging the women to conserve and preserve the fruits and vegetables of the land; and the papers are full of articles on modern methods of drying and preserving the products of the orchard and field. An unusually large crop of vegetables is being harvested thanks to the plant-a-garden propaganda disseminated in the spring, and in order to preserve this crop for winter use new supplies of all kinds will be needed. It is up to hardware men to supply these necessities and the merchant who gives the widest publicity to his line is sure to be rewarded.

Sales Window Most Valuable

Various forms of advertising are good in their way, but in my opinion nothing equals that of the show window in getting one's goods before the greatest number of people in the shortest space of time. Everyone sooner or later sees your window, whether they read the newspaper ads or not, and if it is striking and contains a punch—something that shows or tells why these particular goods should be purchased, the beholder is going to bear this in mind when he is in the market for supplies.

A Suggestive Display

One of the most striking displays along this line was set forth recently by Woodward & Lothrop, Washington, D. C. The floor was covered with cans of fruit, vegetables, fish and meat. In the background were two full sized stacks of wheat, on which were cards:

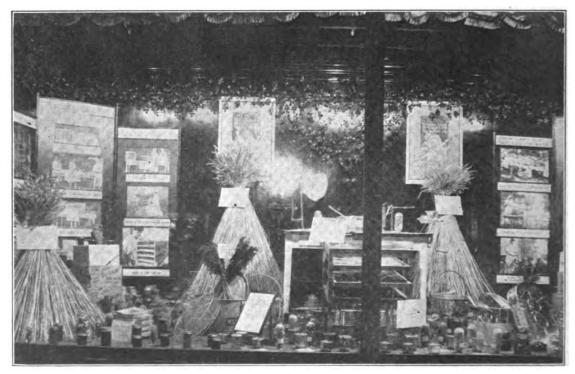
"Save it for Our Allies and the Boys Over There"

At either end, in the foreground, were stacks of rye and rough rice, with cards,

"Use More of This and Save the Wheat"

All around the upper part of the window was a rose vine with glossy green foliage and little crimson roses (artificial, of course) which contrasted well with the yellow wheat.

In the center was a white enamel table, to the edge of which was attached a meat grinder, and upon the table were laid fruit and meat knives, strainers of different size mesh, wooden ladles, as well as a number of cooking utensils.



A STRIKING CANNING DISPLAY OF WOODWARD & LOTHROP, WASHINGTON, D. C.

In front of the table was a large rack on which were trays of screen and lath on which corn, peas, beans, peaches and apples were drying, while a card advised

"Ye Old Time Sun Dryer"

Another card advised,

"Food bullets from home canned fruits will make lead bullets to reach the Kaiser."

Set on boxes of Mason fruit jars were a number of glass jars of vegetables and fruits, as well as a number of tin and stone jars. In the midst of this display was a card:

"Can your winter supply of fruits for the home, and release the commercial products for the soldiers and our allies"

On the floor was a goodly array of canned fruits and vegetables, preserves, pickles and jellies, and here was a catchy card:

A Can of Fruit! A Can of Vegetables!
A Can of Meat! A Can of Soup!
For Every Family
for

Every Day in the Year!

On the wall was a large lithograph of canned fruits and vegetables, and in the middle, the Kaiser's head in a can, and this was captioned:

"Can fruit and vegetables, and can the Kaiser, too."

A poster called attention to the fact that for a week special canning demonstration would be given at 11:00 A. M. and 3:00 P. M. A large space on the second floor was given over to these demonstrations, seats being placed for the accommodation of about fifty people. A canning expert (practically every town now has a domestic science teacher) put up before the eyes of the audience fruits and vegetables of various kinds talking all the time on the latest methods of fruit preservation, with especial emphasis on the elimination of sugar as much as possible.

She explained likewise the necessity for using new caps, rubbers and even new jars—and a large supply of these was kept on hand where they could be purchased by the guests. Near them was a table devoted to canning implements of all sorts, and once the visitors became interested, it was easy to increase their purchases to include cooking vessels and canning utensils of all descriptions. Naturally a gas range was used in the demonstrations and a few minutes of each lecture was given over to a description of its good points. Little booklets were given out containing much helpful information on home canning, and as each was

stamped with the name of the firm, and one page contained a price list of a full line of canning supplies and utensils, it was quite a valuable publicity agent for the store.

In order to can it is necessary to have heat, so hand in hand with the fruit supplies campaign should go the campaign for stoves and the best method of cooking. Here is the place to get in some good licks for the gas range. In the smaller towns the hardware man generally has the agency for some particular model of range, and if he outfits his window in an attractive manner he will get people to thinking and talking about gas stoves into whose heads the purchase of one had never before entered. is an easy matter to do this for advertising matter of all sorts is supplied by the manufacturer, and if skillfully combined with a showing of ranges in their proper sphere, the kitchen, his sales would be greatly increased.

A. L. Amiel, a hardware merchant of Vancouver, B. C., added much interest to his display of stoves and canning utensils by the introduction of a wax model—a young woman in blue check gingham dress, white cap and apron. It is easy to borrow such a model from any local dry goods store, the merchants generally being glad of the extra publicity given their line. The window was backed with a series of flags of all the allies. At one side was a three shelf cabinet of white enamel, the shelves being covered with puple velvet forming a striking combination. On the bottom shelf were two large aluminum preserving kettles, with strainers and rack complete; on the second shelf stone jars for preserves and pickles; while on the top shelf were jelly glasses and also cups of fibre paper—the latest device for holding marmalade and jelly. Near the cabinet was a two burner gas stove on which was a large aluminum kettle. At the other side was a white enamel table on which were quart and two quart glass jars, jelly glasses and tin cans as well as a good outlay of cooking and canning utensils. Between the flags on the wall were three long panels of green, lettered in black:

CAN DRY PRESERVE
CAN DRY PRESERVE
CAN DRY PRESERVE

It would be well if all executives and all correspondents had this advice of Lord Chesterfield printed in large letters and hung over their desks. He charged his son never to deliver the commonest order to a servant except in the best language he could command and with the best words he knew.

Few theories will work when tried on the man who invents them.



THE POINT OF GETTING QUICK PAYMENT OF CHECKS SENT YOU BY CUSTOMERS

(Copyright by Elton J. Buckley)

Newark, N. J.

Please let me hear from you as to who is to bear the loss in the following case: As you will see from the above, we are in the jobbing business. We have a customer in Jersey City who on June 15 sent us a check in full of his account, which we were very glad to get, because it had been standing for a long time. The check was drawn on a New York banker. It just so happened that the check was held on the desk of our credit man for three days, he being suddenly and unexpectedly absent through illness, and no one knowing that the check was there. Finally when on June 20 we deposited the check the word came back that the banker had failed, and the check could not be paid. Now our customer refuses to give us another check, saying that he had money enough on deposit to cover the check, and the money is still there, and that if we had presented the check when we ought, it would have been paid. He refuses to bear the loss. Please let us hear from you whether we can collect this sum by law.

GORDON & COMPANY.

I am afraid you will have to lose some of this money, depending on how much the bank pays its creditors. If it pays 75 per cent, you will lose the other 25 per cent of the face of the check. If it pays 20 per cent, you would lose the other 80 per cent, if my theory of the law is correct here. I base this opinion on the belief that you did not present the check within a reasonable time.

The law as to the time when checks must be presented for payment is very well settled by cases all over the country, and is actually laid down in the uniform negotiable instruments act, which is now in force in many states. The law is that a man who receives a check must present it for payment, either in person or by depositing in the usual way through his own bank, within a reasonable time after receipt. If he doesn't present it within a reasonable time, and any loss occurs by reason of his failure, he must stand it. The drawer of the check is released from paying it again, but only to the extent of the loss. If the loss was 50 per cent, due to the bank failing and only paying 50 per cent dividend, then that is what the holder of the check loses by reason of his negligence.

But if the check has an indorser on it, he is released absolutely if the check isn't presented in time and if loss results, without regard to what the loss is, or who has to stand it.

What is a reasonable time? That depends on circumstances, which vary greatly. Courts have defined a reasonable time in some cases, however. For instance, if a check received by you is drawn on a bank in the same town with you, you must present it on the same day or at the latest, the day after. In one case a man who received a check drawn on a local bank was prevented by a violent storm and the fact that he lived some distance from the bank, from presenting it on the same day or the day after, and meanwhile the bank failed. The court

said neither the storm nor the distance offered any excuse; he must stand the loss.

If a check is received on Saturday the holder has until the close of banking hours on the following Monday to present it.

If the check is drawn on a distant bank, the payee must get it started toward the place where it is payable, not later than the day after its receipt.

Where the parties lived in different places, and perhaps the check is drawn on a bank in a third place, the law would look at all the circumstances and decide what a reasonable time was. Generally speaking, a reasonable time is where no more time is taken than is fairly required in the usual course of business, considering the special inconvenience and the special circumstances.

Of course this question chiefly arises where the bank on which a check is drawn fails before the check is paid, the drawer of the check having had money there to cover it—which would have been devoted to paying it had the check been presented in time. If the holder of a check delays presenting it, and meanwhile the maker of a check withdraws his account or reduces it to a point where it is insufficient, the drawer must pay the debt again, for in that case he hasn't lost anything by the holder's negligence.

MAKE YOUR LETTERS SAY, "WE'LL WIN"

Get the victory punch into your business letters.

Pessimism is more infectious than a cold. One doubter can give the chills to a room full of people. The germ of this disease often creeps into our correspondence and does more harm than the spoken word.

So the Department of Commerce suggests that the win-the-war spirit be got into business letters. Originally the idea was proposed to apply to mail sent to foreign countries. Here the color of our thoughts is searched for eagerly between the lines of what we write. The business man abroad—whether a neutral or an ally—is quick to see any weakness. The flag ought to be kept flying in all letters that leave the country.

The same is true of business letters to home correspondents. There is such a thing as negative as well as positive patriotism. To refrain from doubts is not enough. Our correspondence should carry a vital confidence and purpose to see the war through to victory. We are going to win. Let your letters show you know it.

There should be heart as well as head in your publicity.

You are on the wrong road if the success of somebody else disturbs you.

SEARS, ROEBUCK & CO. ADMIT GUILT

Charges were recently preferred before the Federal Trade Commission against Sears, Roebuck & Co. of Chicago, alleging that it is the practice of this concern to sell certain merchandise at less than cost conditioned upon the purchase of certain other merchandise upon which this enterprising firm makes a profit so exhorbitant as to leave a very comfortable margin on the entire transaction. After a careful investigation the commission has found these charges to have been proven and has issued an order to Sears, Roebuck & Co. to cease the following practices:

"I. Circulating catalogs containing advertisements of sugar for sale wherein it is falsely represented that because of large purchasing power and quick-moving stock the company is able to sell sugar at a lower price than its

competitors.

**2. Selling or offering to sell sugar below cost, through catalogs circulated throughout the country.

"3. Circulating catalogs containing advertisements representing that its competitors do

not deal fairly, honestly and justly.

"4. Circulating catalogs containing advertisements offering its teas for sale in which advertisements it is falsely stated that the company sends a special representative to Japan who personally goes into the tea gardens and supervises the picking of the tea.

"5. Circulating catalogs containing advertisements offering coffee for sale in which it is falsely stated that the company purchases all of its coffees direct from the best plantations in

the world."

It was admitted that the company has offered sugar for sale at three to four cents a pound through advertisements in catalogs in which it was represented that Sears, Roebuck & Co., because of its ability to make large purchases and move its stock quickly, was able to sell sugar at a lower price than others could, that such advertisements were false and misleading, as the company sold such sugar at less than cost in all cases, and the offer to sell was limited to a definite quantity of sugar and was always made upon the condition that certain other groceries be purchased at the same time and that a sufficient price was received to give a profit on the combined sale.

It was admitted that during the latter half of 1915 Sears, Roebuck & Co. sold sugar to such an extent that \$780,000 was received for it, the sales being made at a loss of \$196,000, all of the sales being combination sales on which a profit was made. It was admitted also that advertisements were circulated by the company in which it was intimated that competitors were charging more than a fair price for sugar.

The other practices forbidden by the order of the commission were admitted also.

BIG-DOERS AND LITTLE-DOERS

Beyond the shadow of a doubt, the men who do big things differ from those who don't chiefly in the activity of their mind. The big-doers keep up a continual mental struggle, collecting and absorbing new facts, studying to understand them, trying to put two and two together until out of this activity they hit upon good, practical ideas which they see clearly.

No mentally lazy man ever had a really good idea. You can't get good ideas that way. Good ideas are born in brains that keep work-

ing.

You can't take a fat horse out of a stall where he has been locked up all winter and expect him to win a race; neither can you expect a lazy brain to get out on the track of business efficiency and suddenly make a good record. Both horses and brains thrive on continuous exercise.

Did you ever stop to consider how much better it is to look ahead and prepare than to look back and regret?

THE POOR MAN'S WAR

The curbstone critic fished a 5-cent cigar out of his pocket and aired his views.

"It's not my war—or yours. It's a rich

man's war. Let him fight it."

The man in the overalls with the dinner pail, who had stopped to wait for a car, butted into the talk.

"Where did you get that hunch, friend? My boss has two sons. Both of them are at the front. Neither could have got exemption if he had tried, and to give them their due, they didn't try. Now take me. I've got three grown sons. One has a wife and two kids. He'll stay at home to support them. One works in a shipyard. He'll stay in this country. The third drives a truck. He'll go to France. You've got to show me before I'll believe it's a rich man's war."

"He's making money out of the war and

we're paying for it, aren't we?"

"Some rich men are making money. Some aren't. I notice stocks are away down. That hits them. When it comes to paying for the war, I reckon we're all doing our share. The income tax and the super-tax, and the excess-profits tax all hit him. It's the first war I ever heard of where the capitalits pays his proportion. Of course, the workingman pays, too. I pay on tobacco, and the wife and kids pay when they go to the movies. That's right, too. They're not necessaries. I like to think I'm taking a wallop at the Kaiser every time I light up. No, sir; the rich man hasn't any monopoly on this war. It's my war, too."

And the man with the dinner pail swung onto a car so as to get home to work in his war

garden.



Profit-Pulling Publicity

(By L. F. Mann)

THE claim that advertising is one of the greatest forces in modern business cannot be seriously questioned.

To be sure, there have been so-called advertising campaigns which proved failures, and by no means are these fruitless ventures confined to the ranks of the retailers. But this proves nothing against the system; for, on the other hand, there are many striking examples of what judicious and consistent advertising will accomplish.

If the man who prepares an advertisement does so with the idea that he is sacrificing capital, time and energy what is to be expected? Naturally, the product of his endeavor will reflect his own feelings. It cannot possess the "snap" and "go" which characterize work backed by enthusiasm, optimism and confidence

In the following copy from an electric iron advertisement note the entire absence of that magnetism which dominates the really meritorious appeal:

Every housewife ought to own a Blank. It's a high class iron in every way, manufactured by experts. It's the best you can get at the price. Throw your old irons into the junk heap and do your ironing by this improved method.

The Blank will last a life-time.

A death notice could possess scarcely less human interest. The writer had to drive himself to the task, and naturally he could say nothing forcible and convincing because he didn't believe results would recompense him. Such men will tell you that advertising is a failure, although in reality they have never tried it.

Contrast this appeal with the following:

The real satisfaction of perfect ironing service is fully understood by the user of a Blank—the iron which represents a combination of the most practical and desirable features.

It's a source of real pleasure to note the quality of work executed by the Blank. Each piece turned out is a specimen of perfection that appeals to the pride of any woman.

And as a time and labor-saver it's a wonder. Heat is regulated by a small screw at the back, and is, with almost no attention at all, kept constantly at just the right heat. No running back and forth to the stove for hot irons.

The producer of this copy recognizes advertising as a profitable investment. His appeal is full of "pep," because he has confidence and has taken sufficient time to study the product and construct a message that grips the interest and compels action.

Even a reasonable mastery of advertising demands thought and study. It is no more possible to obtain, without appreciable effort, a thorough knowledge of this subject than it is to absorb unconsciously an exhaustive legal education. But this the retailer of merchandise must recognize—the production of intelligent, forceful advertising copy is essential to material success in his business.

Just how, though, can the art of copy writing be most readily acquired? Needless to suggest a thorough knowledge of hardware merchandise is a prime essential. But this is not all. Methods of forceful expression must be studied and applied.

The appeal that grips and holds must have snap, fire and pull. The dry, uninteresting, uninspirational text, though technically perfect, is a minus quantity, and at best can hope for but a casual glance from the reader, who is more absorbed in editorial news than mediocre advertising copy.

There's no lack of opportunity for any hard-wareman to study advertising. And there's no necessity either of resorting to a correspondence school. The large daily papers and popular magazines abound with commercial literature—literature which frequently surpasses in real excellence even the carefully edited editorial sections.

The dealer-student should cultivate the habit of reading the advertisements first. Any number of them contain worth-while ideas and suggestions, but where he finds one that particularly impresses him, which literally forces his hand in the direction of his check book, then it is time to stop, study and analyze. He should note carefully the special phraseology which so cleverly works up his interest—those particular statements which seem to most keenly pierce the armor of indifference—then get right down to brass tacks and determine what there is about the argument in question that stimulates the buying impulse.

Briefly summarized, the talk which induces you to buy and which can be relied upon to influence the consumer, is that which vividly portrays a distinct advantage or benefit accruing from the possession of the advertised commodity.

Following is the introductory copy to a strong newspaper advertisement designed to emphasize the durability of ornamental fencing through a powerful appeal to pride:

Blank Fencing Adds the Artistic Touch

The property surrounded by Blank Ornamental fencing is materially enhanced both in appearance and actual value. It possesses that distinctive beauty which never fails to attract the passerby and win from him a look of approval.



This appeal strikes the vulnerable spot. Few indeed are the property owners who haven't a pardonable pride in their home; and particularly among the well-to-do classes should an appeal of this sort strike a responsive chord.

The following paragraphs from a kitchen cabinet advertisement represent a splendid illustration of the labor-saving argument:

Lessen the Hours of Toil

Are you wasting effort in your kitchen work? Do you take numberless steps each day that proper equipment would make unnecessary? If you do, it's high time to stop and think. Overwork will tell on you sooner or later, and your vitality, once lost, is not easily replaced.

A comparatively small sum of money places in your kitchen one of our high grade, convenient, work-reducing kitchen cabinets. And, all things considered, you certainly could not make a more profitable investment. It means an end to that constant grind that saps the energy and destroys health and youth. It means more hours for rest and recreation.

The busy housewife who cannot consider the extravagance of a hired girl, finds in this argument much food for thought. The idea of lost youth and vitality is obnoxious, especially to those who can really lay claim to these important assets; and the presentation, charged as it is with the force of conviction, ought to have the desired effect.

Here's a good one on litter carriers:

Lighten Your Stable Work

The Blank Litter Carrier means relief from the drudgery and back-breaking process of wheeling out manure by hand. You simply set the trip on track where load is to be dumped, load car, give it a shove, and it is carried out on track by its own weight; trip dumps it at the point desired and car automatically returns to barn. How quick and easy compared with the old method.

However, the Blank should be considered not alone from the convenience standpoint, but from the profit end as well. There's no question but that sanitary stables mean better and healthier cattle, which assures higher prices for dairy products, as well as for the cattle themselves.

The accompanying illustration, showing the Blank Litter Carrier in operation and effectually depicting ease of operation, contributed materially to the strength of this appeal.

The preparation of effective advertising copy on certain lines of merchandise demands an unusually thorough survey of market possibilities. One must determine to just what class of consumers the appeal is to be directed.

Suppose, for instance, it is your desire to push a very high grade line of silverware. Manifestly, price would not be chosen as the main issue. The people most apt to be interested in this line are found in the well-to-do class, those who prize exclusiveness above everything else, and in the construction of your appeal this must be taken into consideration.

The following introductory copy, taken from a silverware advertisement, illustrates this point very nicely:

The handsome finishes and superb designs of Blank Ware impart to the table that individuality and rare beauty which so satisfies even the most exacting taste. It is the reflection of ultra refinement and high social standing.

The remainder of the advertisement is given over to a more or less detailed description of Blank Silverware, but throughout the entire ad the idea of exclusiveness strongly dominates. To the wealthier classes, especially the social aspirants, such presentation should be decidedly effective; for it most effectively reaches the point of contact.

Here's another good example of this same style of appeal, which is from a recent advertisement of one of the large silverware manufacturers:

In point of design, wearing quality and public approval there is no tableware in America today that equals the Blank.

Add to the exquisite workmanship and exceptional quality of Blank Plate the irresistible charm of the designs and one understands its choice by society leaders everywhere.

But any thoughtful person must be too well aware of the complexities of human emotions to interpret any entire community as being ruled by one single impulse.

There is another class to whom actual service is the important consideration. To them, the most effective sales argument is that which deals impressively with the durability and service-giving features of the commodity in question; in short, they want their money's worth. If the article you have to advertise is such as to specially appeal to this class, then concentrate all your energies in the construction of a strong and powerful quality talk.

The following paragraphs are a good example:

Positive assurance of your money's worth plus goes with each purchase of Blank Silverware. It represents a wealth of service and satisfaction.

Knives are quadrupled, while other pieces are silver-plated with extra coating of pure silver covering those parts most exposed to wear.

It is safe to say that this argument will make a strong appeal to those who want real quality.

To that class of consumers who regard price as the prime consideration, you can, of course, direct no special appeal unless you have an article the price of which is a selling feature. True, there are those who, though inclined to buy at a low price, may be influenced by the proper argument to purchase a higher grade, but they would properly come under the class just mentioned. The sort of prospects with whom we shall now deal are those with whom price is positively the deciding factor.

The following paragraphs from an advertisement on table ware ought to effectively

reach this class of buyers.

Just think, a set of 6 knives and forks—excellent quality—\$1.50. Surely worth your consideration

And the best of it is that this table ware possesses really unusual merit. Forks are well made with extra strong prongs and wide shank. Knives will hold edge a wonderfully long time, being made of thoroughly dependable material and in a workmanlike manner.

Rarely indeed can you get so much real value

for your money.

It must not be inferred that quality can in any instance be ignored, for this is always a consideration of importance. The question in determining the basis for your appeal is, "What is the dominant thought to be advanced?"

In all cases it must be borne constantly in mind that the text matter must be of real vital interest to the reader. While it is true that the purpose of an advertisement is to create business for you, yet this thought must not be permitted to permeate the copy; for, naturally, your wants and desires are of relatively small concern to the reader. His own affairs are paramount, and he must be brought to see how a deal with you means a direct benefit or advantage to him. In other words, you must strike the chord of self interest.

It is well in this connection to consider the importance of the headline and introductory copy. These are portions of an advertisement which first catch the reader's eye, and which must be depended upon to so command his interest as to compel a thorough perusal of the text.

By no means is the introduction the proper place for a play of words. There is no part of an advertisement in which clarity, brevity and force are so vitally essential as the headline and copy immediately following. Every word must be full of meaning. Here, more than any other place, does the goodness of effect depend upon the skill with which the mental energies and susceptibilities of the reader are economized.

The first draft of any advertisement is invariably crude and unfinished. It must be

read and re-read, carefully edited and rewritten; sentences must be reconstructed and touched up to add force. It must be virtually torn to pieces, each piece carefully dissected, then discarded or replaced in that combination which promises greatest driving power. Make your appeal the maximum of fitness and neat condensation, and the result will be manifest in actual dollars-and-cents returns.

THERE IS NO DEATH

There is no death! The stars go down To shine upon some fairer shore, And bright in Heaven's jeweled crown They shine for evermore.

There is no death! The dust we tread
Shall change beneath the summer showers
To golden grain, or mellow fruit,
Or rainbow-tinted flowers.

There is no death! The leaves may fall,
The flowers may fade and pass away—
They only wait through wintry hours
The coming of the May.

There is no death! An angel form
Walks o'er the earth with silent tread,
He bears our best beloved away,
And then we call them "dead."

He leaves our hearts all desolate,
He plucks our fairest, sweetest flowers—
Transplanted into bliss, they now
Adorn immortal bowers.

The birdlike voice, whose joyous tones
Make glad this scene of sin and strife,
Sings now in everlasting song
Amid the tree of life.

And where he sees a smile too bright,
Or hearts too pure for taint and vice,
He bears them to that world of light,
To dwell in paradise.

Born into that undying life,
They leave us but to come again;
With joy we welcome them—the same
Except in sin and pain.

And ever near us, though unseen,
The dear immortal spirits tread,
For all the boundless universe
Is life—there are no dead!

-Lord Lytton.

Some men imagine that they are advertising when they buy space and fill it in with words. The difference between good advertising and bad is the man who does it.



PROUD TO BE AN ADVERTISER Editor of HARDWARE WORLD:

We are just in receipt of our copy of the August, 1918, HARDWARE WORLD and in looking through same notice the first reading item, "Close Up Saloons and Hasten the End of the War."

It is beyond us to find words that will express our appreciation of this article and to add our thanks would be the least we could do. We are mighty proud to be an advertiser in a trade journal which thinks it worth while to bring such matters to the attention of its readers. We heartily commend your editorial staff on this article and feel sure that it will be the means of doing much good. Yours very truly, FAULTLESS CASTER COMPANY.

CONSIDER CAREFULLY THE MAN YOU VOTE FOR.

At the election to be held this Fall for representatives in Congress every American should have at heart the welfare of his country, and should give more than usual thought and consideration to the men for whom they are voting.

First and foremost, no man should be elected who is not 100 per cent American in all the word implies.

No man should be elected who does not thoroughly believe in the prosecution of the war to the utmost. This is no time for toleration of pro-Germans, Socialists, Pacifists, I. W. W. or any of that ilk.

TYPOGRAPHICAL ERROR

In an article appearing in our July issue with reference to the Mooney case, in referring to a man who was executed in Utah some years ago, in which the Governor of Utah was requested to intervene to prevent execution, we mentioned the name of the Utah party being that of Morris Hilquit. This was an error.

Our attention has been called to the fact that instead of the Utah party being Hilquit his name is Hill, but on account of the similarity of the name it was very easy for a typographical error to occur.

The Hill referred to, whose first name has escaped us, was in no way related to anyone by the name of Hilquit, as far as we are informed.

BEGIN WHERE YOU ARE

"Most young men make the mistake of thinking that some other line or place offers better opportunity than the work and position in which they are at present. Sometimes this is true, but more often it is not true. In fact, most people, are less than 50 per cent efficient in their present jobs. Their present jobs, therefore, offer splendid opportunities for making the first important advances in personal efficiency."

THE CHOICE

"Once to every man and nation Comes the moment to decide, In the strife of truth with falsehood, For the good or evil side."

We have chosen, weighed our courses, And against the cruel tide Of a grey host, bestial, brutish, Lost in lust and pampered pride, We have hurled our glad new armies, That the wrong may be defied.

Out from every farm and village, Out from every city street Come the thronging, cheerful legions. With the tramp of eager feet Raising martial, thrilling echoes To the drum's triumphant beat.

Out across the wind-tossed ocean,
Where the sudden terrors leap
From the atramental darkness
Of the shadowy, treacherous deep;
Then, through fields of France advancing,
While the women, joyous, weep
As the dusty, khaki columns
To the fields of glory sweep.

Long, too long we hesitated,
While the nations fought our fight—
Through our calm deliberation
Justified and proved them right—
But at last as comes the dawning
After lethargy of might,
Leave we now our shamed indifference,
Throw our whole soul in the fight!

Much there is to do and suffer
In this sacrificial day;
Men we need of strength to battle
Anarchy and Mammon's sway;
Pain and agony impending
Are the crucibles of clay
Where the souls of men are tested
And the dross is burned away.

We have done, as yet, so little
When in France the very sod
Is an altar consecrated
By the blood of men to God;
There must be no partial victory
When in Belgium every clod
Crimson is like sins of Germans
Where their brutal feet have trod.

Wake, America! Be kindled With a white, tremendous flame. For the call that stirred our fathers, Summons us today the same; Once again we fight for freedom, And the glory of that name Is our only hope for safety And our only wish for fame.

H. M. S.



KANSAS CITY'S LIVE HARDWARE ASSOCIATION

No other city in the country, large or small, has a more enthusiastic and up-to-date Hardware Association than the city by the Kaw. In fact their Association is practically a hundred per cent strong, embracing as it does the retail merchants not only in the city proper, but in the suburbs and adjacent cities.



W. H. BRAY
Bray Hardware Co., Kansas City, Mo. Secretary
Retail Hardware Dealers' Association.

They long ago demonstrated their value to each other and justified their existence. They work harmoniously and co-operate splendidly with one another.

A short time ago they decided to celebrate their annual playday. The weather bureau couldn't have done better if the day had been ordered. Retail hardware dealers closed their stores, at eleven o'clock and hied themselves to the beautiful Fairmount Park, where there were games for young and old such as foot races, mixing bowl or handshaking contests, pillow fights, nail driving contest for ladies, ball throwing contests, egg races, sack races, shoe races, tug of war, treasure hunt, which altogether made up a delightful day, this being begun by the singing of the National Anthem, The Star Spangled Banner.

Congressman Borland addressed the hardware men, and altogether the day was well and profitably spent.

W. H. Bray, Bray Hardware Co., Kansas City, Missouri, is the energetic secretary of the Kansas City Retail Hardware Dealers Association, and John C. Long, the president, has been largely responsible for its success.

CAPT. H. J. CLARK, WELL-KNOWN HARD-WARE MAN, ON WAY TO FRANCE.

Among the thousands of hardware men who have voluntarily enlisted to assume their responsibility and take part in the great world struggle are many men, who are under no strictly legal necessity or obligation to go, because they were either past the draft age or were men with families.



CAPTAIN H. J. CLARK
Formerly of the Kalispell Mercantile Company.
This photo was taken before he was promoted to a
Captaincy.

But the spirit of patriotism, love of freedom, and the protection of the helpless and oppressed of other countries is by no means lacking in American manhood. Captain Clark felt the call and responded just as quickly as hundreds of thousands of younger men, which is all the more to his credit.

He felt that with his experience in the service, having taken part in the Spanish-American War, he could be of some use. He promptly enlisted and for some time was stationed at the Presidio in San Francisco.

He has now been sent to one of the encampments in the East, and probably before these lines are in the hands of our readers will have arrived "over there."

Mr. Clark first began his connection with the hardware trade in Pennsylvania, when he engaged in the Machinery & Engine business at Union City. He moved to Chicago where he was engaged in the retail business for four or five years. He spent seven years with Hibbard Spencer & Bartlett, both on the road and in the house.

He gave up his position in 1898 to enlist in



the Spanish-American war, and was in Santiago,

Cuba, with the first Illinois Regiment.

When the war was over he decided to go still farther West, and like many other sturdy Americans, Montana seemed to appeal strongly to him and Montana hasn't a more loyal native son than this transplanted Pennsylvanian.

He was identified for awhile with the Missoula Mercantile Co., but afterwards went to Kalispell Mercantile Co, which is an affiliated organization with the Missoula Mercantile Co. He was in charge of their hardware department for some years, or we believe until the time of his recent enlistment.

As we said Montana hasn't a more loyal son than Captain Clark, or the Kalispell Mercantile Co. an employee who regards them more highly than Captain Clark. He feels the Kalispell Mercantile Co. and their force of co-workers are about the most enterprising, progressive and up to date institution that can be found in the country.

Captain Clark's wife and three children are residing in Kalispell, and they have the assurance he will assume his full responsibility and do his part in the great conflict, returning to them when the war is over, all the better for

having done his duty.

PUT THIS IN YOUR HAT.

When some chaps are sitting around assuming to tell every one what they know, as to what numbers constitute certain divisions of our army, remove your hat and then read the following to him:

An army corps is 60,000 men.

An infantry division is 19,000 men.

An infantry brigade is 7,000 men.

A regiment of infantry is 3,000 men.

A battalion is 1,000 men.

A company is 250 men.

A platoon is 60 men.

A corporal's guard is 11 men.

A field battery has 195 men.

A firing squad has 20 men.

A supply train has 283 men.

A machine gun battalion has 296 men.

An engineer's regiment has 1,098 men.

An ambulance company has 66 men.

A field hospital has 55 men.

A medicine attachment has 13 men.

A major general heads field army and also each army corps.

A brigadier general heads each infantry brigade.

A colonel head each regiment.

A lieutenant colonel is next in rank below a colonel.

A major heads each battalion.

A captain heads each company.

A lieutenant head a platoon.

A sergeant is next below a lieutenant.

A corporal is a squad officer.

GETTING SUGGESTIONS FROM EMPLOYES

The Dorris Heyman Furniture Co., who also sell hardware and house furnishings, at Phoenix, Arizona, endeavors to obtain suggestions from their employees by conducting a suggestion contest, offering three prizes of \$5.00, \$3.00 and \$2.00 each month for the best suggestions of a practical nature to be put into actual use with a view of improving the service to their customers, increasing their business, reducing expenses, or producing a profit of some sort.

Thomas J. Hisey, one of their employees, recently won a \$5.00 prize with quite a number of suggestions, and besides the suggestions he made to special departments for increasing their business was the following very practical ad-

vice:

We should go to bed right at nights, get up right in the morning, thus keeping joy and hope in our hearts.

There is a load of truth in that old saying, "Early to bed and early to rise, makes you healthy, wealthy and wise." Live by that rule.

If there comes a dark day we should try to brighten it with cheerfulness and to the bright days add more brightness by word of cheer. Let us greet each other and our friends and acquaintances with a smile and a warm handshake.

We should cultivate the desire to read good books, magazines and daily papers in our leisure hours for recreation and study.

We should add kindness to our ability, patience and helpfulness to our service and the first thing we know the Boss will add to our salaries.

Let us salute with shouts and tokens of joy as long as the sun shines, and it always shines somewhere—

Yes, the sun always shines somewhere and those who are in gloom should not despair.

For all clouds have a silver lining;

So come out, friend, when the sun is shining. We look around, we deplore our lot and think

we've a soul that God has forgot— But whenever we look we can always see Some other fellow worse off than we; So come out, friend, when the sun is shining, Right o'erhead is your silver lining, Joy? Why, friend, you've but to take it, For life after all is what we make it.

It is not enough to deplore what the Germans have done. That will not hurt the Germans; they don't care what you think of them. Help your government to fight them. That is the only thing that counts with a German. When you save and buy War Savings Stamps you attack a German in the place where it hurts.

Figures won't lie, but liars can and will figure.



CONDITIONS IN BRITISH HARDWARE TRADE

(From Consul E. Haldeman Dennison, Birmingham, England)

Supplies of hardware of all descriptions are rapidly becoming scarce in the Birmingham dis-While stocks are not yet entirely exhaused, the dearth of many articles that enter into the everyday life of the people is increasing, however, and consideration is being given to the question of replenishing sanitary fittings and appliances, culinary and other domestic utensils, etc. Rationing of selected industries is being extended. For example, bedstead makers are receiving some steel to avert suspension of the civil trade. Little can be done by importation under present conditions to relieve the hardware shortage. The withdrawal of the general license has cut off supplies that were formerly very valuable in easing the situation, and no satisfactory scheme of particular licenses has as yet become operative. A certain amount of export trade is being done, chiefly with the British colonies and dependencies.

Rationing in the Hardware Industry

The help of the Midland hardware trade has been sought in devising a scheme for the rationing of hardware, with a view to making better use of raw material available in order that the manufacture and distribution may be more thoroughly systematized. Many manufacturing branches are already rationed, but when it comes to dealing in detail with hardware the articles are so many and various that the application of anything like a rigid control becomes difficult. What the authorities seem to desire is a regulator between the manufacturer and the retailer. At present the problem remains unsolved, but it is being further studied by the hardware-trade section of the Birmingham Chamber of Commerce.

It is felt that the maintenance of certain manufactures is specially important to economic stability and future development, and this aspect of the situation is receiving the close attention of the Board of Trade in consultation with manufacturing and mercantile interests particularly concerned.

While the tightening of the restrictions on civil trade is making itself felt in those factories and workshops that are not entirely devoted to war production, there is a very substantial amount of business activity in the distributive channels. Some of the large merchant houses are able to command supplies from one source or another on a scale that is surprising, under the circumstances, but they state that obstacles are placed in the way of distribution of available goods to the consumer by the state control, release being contingent upon the satisfactory answering of questions that involve the collection and transmission of considerable information. Thus, particulars are required as to

the origin and date of manufacture of goods, the history of which in many cases, particularly where the article is made up of various components, it is impossible to ascertain.

Control of Hardware Imports

The stricter control of hardware imports has become necessary in the interests of a better utilization of cargo space. The United States is now the only outside source of supply as regards any general range of articles. France continues to send a few specialties, such as cooks' knives and iron spoons, in which its manufacturers have always held a commanding position, but for the rest this country relies upon the United States for the reinforcement of home resources.

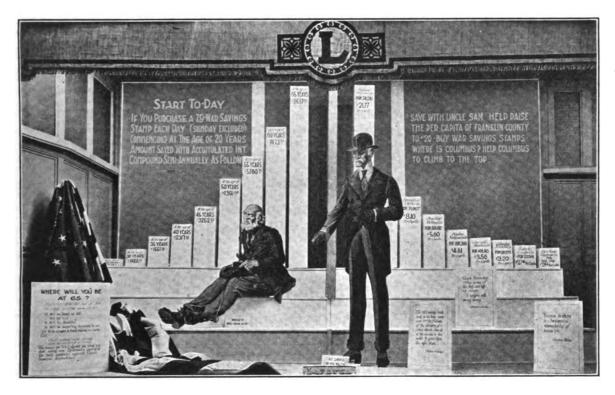
During the war the import trade has been exploited by numerous speculators not previously associated with it, and the revocation of general licenses, mentioned above, will enable the authorities to put a check on profiteering by indirect trading. It is not expected that general licenses will be withheld from regular importers who were in business before the war, though it is not known to what extent it may be found necessary to curtail the volume of trade.

Labor Shortage

Repeated calls for more men for the army has involved the closing of many small businesses, and the suspension or curtailment of various departments of the larger manufacturers. It is becoming increasingly difficult to make good displaced labor, particularly in those branches of industry that serve the general trade. The normal radius of Birmingham's industrial interests is being steadily circumscribed. At the same time the amount of unutilized productive power is comparatively small, owing to the merging of all sorts of pursuits into the central stream of munition work.

The Advance in Prices and Oversea Trade

Hardware prices have more than doubled since the war began. A conservative estimate places the advance during the past year at something like 25 per cent. To gauge the volume of trade now as compared with that of a year ago it is necessary, therefore, to discount the value as shown in the official trade returns by at least one-fourth. There is the further qualification that the accounts now include articles imported and exported in public as well as in private ownership, except imports for the use of forces on active service. Down to the middle of last year the exports shown included goods bought in the United Kingdom by and on behalf of the Governments of the allies, but did not include goods taken from British Government stores and depots, or goods bought by the Government and shipped on Government vessels. To what extent the totals are swelled by this enlargement of the scope of the accounts there is no means of ascertaining.



INSTRUCTIVE WINDOW DISPLAY

The F. & R. Lazarus Co., Columbus, Ohio, recently had a most instructive window display, calling attention to the importance of young men and women using war savings and thrift stamps as an illustration.

In the display is shown an old and decrepit man selling lead pencils, seated on one of the steps, and at his right is a man of similar age

who saved in his youth.

"Where will you be at sixty-five. Statistics show that out of a hundred average healthy men at the age of twenty-five, thirty-six will be dead at the age of of sixty-five, one will be rich, four will be wealthy, five will be supporting themselves by work, and fifty-four will be dependent on friends, relatives or charity.

"The chances are nine to one against you unless you start to save now. Systematic saving is the best insurance against future financial dependence."

Other captions tell that-

"The little savings bank book in the home means more for the future of children of a family than almost all the advice in the world. It gives them the right start."

Another one of these cards read:

"Provision for others is a fundamental responsibility of human life."

Another one—

"Teach economy, that is one of the

first and highest virtues, it begins with saving money."

If our readers desire any further information F. & R. Lazarus will be glad to advise them further.

ARPS RADIATOR

This is the title of an interesting house organ issued by the Arps Right Price Store. Nuola, Colorado, No. 1, Volume 1, having just reached us.

It is an attractive, well illustrated four page paper, well filled with items and data written in Arps' own inimitable style, and anyone who has read any of Arps' writing knows just what that is.

Mr. Arps concedes to overyone the same privilege which he claims for himself in expressing his views. Sometimes he undoubtedly writes items just to get you to argue from your own viewpoint.

Arps Radiator will always be read by their customers, and they will undoubtedly find it a very interesting and profitable way of keeping before their trade.

House, store buildings, churches, theatres. etc., don't make a town. It's the men of the town that are the town. If the town is dead. it's business men are in that condition. Pound that thought eternally home, and the merchant will be slow to say, "My town is dead." He doesn't like to feel that he is declaring himself ready for embalming.



SUCCESSFUL RETAILERS' ADVERTISING

Unique Designs in Art Metal and Royal Doulton Ware

We have just landed a splendid selection of Antique Brans and Copper Fern Pots, Jardinieres, Vases, Gongs, Ink Stands,

goods are entirely of British manufact well finished, and of beautiful design.

Our targe and varied stock of goods statable for gifts

Sterling Silver and Electro-Plated Ware.

Grimwol's China Jardisieres and Vasses, Royal Doulton Wars Leather Goods in great variety, Ladies Handbags, Perses, Vasity Casses, Brushwars, and Tollet Table Accessories, all in the latest models, Wristlet Watches, Military Knives, Money Belts, Pocket Mirrors, Leather Willets, Electric Torches, Louninous Companes, Flashs, Safety Ranors, and all the "Kit" suitable for men leaving for the froot,

E.W. Mills & Co., Ltd.

Here is the way E. W. Mills & Co., Ltd., the well-known New Zealand merchants, advertise

Their advertising man has made a special study of the psychology of advertising and believes in advertising one line at a time.

It is not often that he mentioned as many articles as shown in the advertising at the left, but these were suggestions for special occasions.

More often he takes a line like that of paint and he emphasizes the talking points of that particular line and so on through the balance of the stock, using one line or item in each adv.

Insure your House against Decay by Using Sherwin-Williams' Ready Prepared Paint.

Shervin-Williams Paint (S.W.P.) represents the best understanding of paint needs—the best technical and practioni paint knowledge in the field to-day.

SWP has been on the market for fifty years, and is very important point field in the world. It enjoys a higher reputation and wider cale then

It always gives the Best Results.

If it were not for prejudice no one would ever buy lead and in they can get S W P with its superior quality,

The makers use the finest grades of paint material hinery designed by the marives enables them to has the greatest covering capacity, the greatest store is the most consented.

And will hast from Seven to Hight Years.

a the life of white lead mixed by hand is at the most four y be good results obtained by 8 W P are due to the combination to lead, pere size, and pure linesed oil in those properties make the best paint.

E. W. Mills & Co., Ltd.,

If we still used windmills, how some men's business would hum!

There may be lye in your ashes, but tell the truth about your coal.

When She winds a towel around her head and calls for a bucket of water—it means the beginning of a big day. When he winds a towel around his head and calls for water-it means the end of a big night.

> We know the traffic is not dense For such a store as this-We hope you will not take offense, Or say we are remiss, If we should ask a favor Of all who live quite near, To question if it's necessary To shop so far from here?

Reeg the Rhymer's suggestion for a suburban hardware dealer whose trade goes to the big stores.

WOULDN'T THIS JAR YOU?

Preserve your fruit—the time has come And Jars, you surely must have some, In pints or quarts—we have both kinds— The Mason or the top that binds; And Rubber Rings and Wrenches, too, And Jelly Glasses quite a few. All prices right, you need not fear. The goods are perfect you buy here.

This is a suggestion of Reeg the Rhymer for a dealer's local advertising.

A WASHINGTON MERCHANT'S ADVER-TISING

Below is shown how a successful Washington dealer advertises in rhyme. In previous issues we have mentioned that many successful merchants believe in sometimes changing their advertising in this way, and below is shown how H. B. Marcy does it occasionally.





WHEN GOODS REACH YOU IN BAD CONDITION

(Copyright, by Elton J. Buckley)

I have been reading certain articles from your pen regarding goods sold f. o. b. the shipper's station, and goods sold delivered to the buyer, as to the difference which this made in the cases where the goods were lost or damaged, and making claims on the railroad, etc., and have a case now which bears on that to some extent. If you think it would be interesting enough, I would like to have you notice it in your column.

I ordered some goods from a Chicago jobber about one month ago. The terms were sight draft, bill of lading attached. The goods were delayed and consequently the draft got to the bank and was presented to me, before the goods arrived. Thinking it all right, I paid the draft, but the goods did not arrive for ten days after. When they arrived I had them examined and found they were in bad condition, and refused to receive them. As the shipper also refused to receive them back the railroad sold them for the freight charges. I have paid for these goods, but have nothing to show for it. The shipper refuses to give my money back, claiming that the goods were all right when delivered to the railroad for shipment to me, and that title passed to me when the goods were delivered to the railroad, therefore after that the loss is mine. They say I must sue the railroad company to collect my damages. It has taught me a lesson never to pay for goods before seeing them again, but I should like to know where I stand in this case, as I have about \$500 tied up.

--- R. G.

My judgment is that this correspondent can probably not recover his money from the Chicago jobber. While it is well settled in the law that every buyer of merchandise is entitled to a reasonable time to inspect the goods before his right of rejection is gone, nevertheless, if the goods were all right when delivered to the railroad, the fault is the railroad's and not the shipper's.

But if it cannot be proven that the goods were all right when delivered to the railroad, the buyer can reject when they reach him, if he finds they are in bad shape. This rule is not. affected by the fact that technically title may have passed to him upon delivery to the railroad. Let me clarify that by an illustration: A, a retailer in Springfield, Ill., buys goods of B. a Chicago jobber, f. o. b. the shipper's station. Under the law, title to those goods passes to A. the buyer at the instant B delivers them to the railroad, and after that the goods are his and the risk of loss or damage is his. As I have before explained, if they are lost or damaged, B can still compel A to pay in full. The goods reach A's town and the railroad company notifies A they are there. A has had a chance to inspect them, finding that they are in bad condition and not usable for his purpose, he rejects them and refuses to pay, in spite of the fact that title passed to him upon B's delivery to the railroad. If he is sued by the seller, the question whether he will have to pay will depend on:

- 1. Whether the goods were in bad shape when they reached him, and particularly
- 2. Whether they were in bad shape when delivered to the railroad.

If both these questions are decided in the affirmative, the court will say he need not pay. If No. 1 is decided in the affirmative, he will still have to pay if No. 2 is decided in the negative.

Let me quote on this point from a leading case:—

The general rule is that a delivery of goods to a carrier (railroad), pursuant to a contract of sale, is a delivery to the buyer sufficient to pass title to the goods, and the carrier at once becomes the agent of the buyer. Braunn vs. Keally, 146 Pa. 519; Perlman vs. Sartorius & Co., 162 Pa. 320; to whom the latter must look for resulting damages while the goods are in transit: Dannemiller vs. Kirkpatrick, 201 Pa. 218. Consequently, in absence of circumstances indicating a contrary intent, if defendant (the shipper) in the present case delivered the meat to the carrier in good condition, properly packed and refrigerated, in view of the distance it must travel, and gave proper instructions as to re-refrigeration if needed in the course of transit, defendant's duty was fully performed and its responsibility ended on such delivery, and it was no longer concerned in the question of delay or damage on delivery: United Fruit Co. vs. Bissese, 25 Pa. Superior Ct. 170. Even though we assume title passed upon delivery to the carrier, the contract was still subject to cancellation up to the time of delivery and inspection unless an opportunity to inspect was given before delivery. The only opportunity available for this purpose was on its arrival at plaintiff's place of business, and not until that time could its condition be ascertained. Upon reaching its destination plaintiff was entitled to a reasonable opportunity to inspect, and having done so without delay and discovered the shipment to be in an impossible condition and not in accordance with the guaranty, it was justified in refusing to accept; and upon giving prompt notice of such refusal, the meat was held by the railroad company at the risk of the shipper.

In the case I quote from, however, there was no evidence that the goods were in perfect condition when delivered to the railroad. If there had been such evidence, the ruling would doubtless have been different.

It seems a little inconsistent to say that the buyer can reject the goods after they have become his, but it really is not, for unless inspection has been made before shipment, which is almost never done, title passes to the buyer, under the law, subject to the buyer's right, if he finds the goods in bad condition, to throw the title back again.

But—this is an important exception and I therefore repeat it—if the seller could show that they were in good condition and as ordered when delivered to the railroad, he could compel the buyer to pay for them, and the latter in that case would have to get his damages from the railroad. In other words, the law will not make the shipper pay for the damages which he did not cause.

Be kind and attentive to every customer. Courtesy counts for a great deal in business.



The Flight of Bullets

THE average rifleman need consider only a few fundamental principles affecting the flight of bullets in order to become a good shot. The main thing is to learn to give these principles practical application in his practice shooting. While the length, bore, and twist of the rifle barrel; the weight and shape of the bullet; and the amount and variety of the powder charge are questions causing much concern to the designer of the rifle and cartridge, the shooter is more interested in knowing how to make bull's-eyes with the finished gun, says DuPont Magazine.

The popular belief is that in shooting, the



If Fired From a High Mountain a Bullet Would Eventually Stop Going Forward and standard rifle that was care-Would Drop Straight Downward

rifle should point directly at the center of the target in order to make a hit. Actually, this is seldom the case, except at short ranges. The instant that a bullet leaves the muzzle of the rifle, the force of gravity begins to pull the ball downward toward the earth. At the same time friction of the air against the bullet tends to slow down the speed. These two forces are always acting after a bullet has begun its flight, and their effect is to make the bullet describe a curve closely approximating a parabola in shape. For example, if a gun were fired horizontally from the top of a high mountain, the air resistance would keep reducing the speed of the bullet more and more until the point was

reached where it would stop going ahead, and where the force of gravity would pull it straight downward. The distance to this point, which is called the extreme limit of range, is much greater than the effective range which is the distance at which execution can be done with some degree of frequency.

It is clear, therefore, that in order to make a hit, the rifle barrel must be actually pointed at a spot above the center of the target. Of course, for short ranges of 50 to 100 yards, the drop of the bullet is inappreciable in the case of the modern high-power, high-velocity rifle. As the range increases, however, the rifle must be pointed upward at a constantly increasing angle to counteract the downward drop.

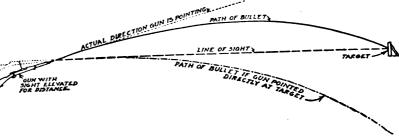
In order to hit the mark it is necessary, therefore, to know the approximate range and to have a means of elevating the barrel of the gun to the exact degree necessary to offset the drop of the bullet at that range. For close shooting the range must be known within a few yards and only long practice will enable the shooter to gauge the distance quickly and accurately. With the range known, the barrel is elevated to the correct degree by raising the rear sight to the proper notch which, of course, means that in shooting, the barrel must be raised a corresponding distance in order to line the sights up with the target. The notches upon the rear sight correspond to the different ranges, 100, 500 or 1000 yards, as the case may be, and are

so placed as to automatically give the correct elevation.

It is important that every rifle be tested at the various ranges for accurate shooting. For instance, in a certain standard rifle that was carefully tested on a target 500

yards away, the sight was set for 400 yards and the bullet struck two feet below the bull's-eye. When the sight was set for 600 yards, the bullet struck 2½ feet above the center of the target. It is useless to try to do good shooting unless the sights are set absolutely correctly.

In shooting, the bullet is always above the line of sight—a straight line between the eye of the shooter and the center of the target—except just after it leaves the muzzle and just as it strikes the target. This curved line described by the bullet is called the trajectory, and the distance between the line of sight and the highest point on the curve is styled the height of trajectory. A bullet of slow velocity or speed



An Exaggerated Diagram Showing Gun Pointing Upward and Path the Bullet Describes Before Hitting the Target

gives a high trajectory or curve. One of high velocity gives a flat trajectory or curve. The velocity of the bullet depends upon the powder, the shape of the bullet and the rifling of the gun. One of the recent high velocity sporting rifles has a height of trajectory of over 17 feet at a range of 1000 yards. A deer would, therefore, be perfectly safe at a distance of 500 yards if the hunter had the sight elevated for 1000 yards, as the bullet would go through the air over 12 feet above the deer. All of this serves

to illustrate that for good shooting the range must be known within a few yards, and the sight must be set for that range.

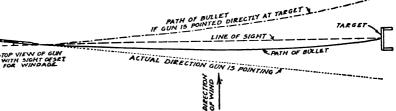
Another influence on the bullet's flight lies within the rifle itself. This is the revolution of the bullet caused by the twist of the rifling in the barrel, and the effect of which is to make the bullet drift to one side. If the rifling twists to the right, the bullet will drift to the right of the target, the same principle applying as that used by the baseball pitcher in throwing a curve. In order to offset the drift, both sights must not be exactly over the center of the bore. If the rifling causes a drift to the right, the rear sight may be left in the exact center above

the bore and the front sight set a slight fraction of an inch to the right. Another alternative is to leave the front sight in the center and to knock the rear sight slightly to the left a sufficient amount to correct for the drift. These, however, give only an approximate correc-

tion, because the drift does not maintain an even ratio at all ranges, but varies somewhat with the speed of the bullet. The use of the windage correction on the rear sight, which permits the offset to be changed to suit various ranges, is more accurate, provided the rifle has been tested and the required amount of offset determined.

When firing on a windy day, the velocity of the wind and its direction have considerable influence on the flight of the bullet. A brisk wind blowing from directly behind the shooter will have the effect of increasing the velocity of the bullet and it will strike the target at a slightly higher point than it would were the air perfectly still. The reverse is true of a head wind, which slows down the speed and causes the bullet to strike at a slightly lower point on the target. A back or head wind, however, has very little practical effect on small calibre, high-velocity bullets, except at long ranges.

A wind blowing directly across the range from the left or the right has a more noticeable effect. The bullet offers a larger surface to the action of the wind, and may be carried off to one side of the target. The distance it is carried by the wind varies with the length of the range and the velocity of the wind, the effect being greatest at long ranges and with high wind velocities. Much practice is necessary in judging the velocity of the wind, in order to estimate the amount of correction to allow. Rear sights having windage screws are the most convenient for this purpose. They allow the sight



The Gun Must Point to One Side of the Target to Counteract the Effect of the Wind. (Exaggerated Diagram.)

to be offset in either direction; for instance, a wind from the left would require the sight to be moved slightly to the left, and for a righthand wind the sight should be moved to the right. This, of course, has the result of actually pointing the rifle to the right or left of the target, when the line of sight is on the center.

After a little practice and careful testing of the rifle, at different ranges, and with different



How the Shell Travels in Indirect Artillery Firing

wind velocities, the shooter will begin to know just what corrections to apply and as a result he will soon find himself "hitting the bull'seye."

EVEN TO LIFE ITSELF

Now is the time to show the stuff of which we are made, to show by our acts that we are able to face trouble calmly with determination -unflinching, unalterable determination-not to be swerved from our course. We have set our course toward the goal of victory and we will pursue that course until the goal is reached. If the path is thorny, if it is rough going, if it means sacrifice, let us show at least that we can endure as men should and show our boys over there that we intend to support them with our all. We can do no less as they are giving their all—even to life iself.

O. W. ASBURY.

SAFETY RAZOR WOULD NOT DO

A Reno man tells of a murder trial in Nevada, wherein the defendant, Oscar Queen, a barber, had been condemned to death. Just before the pronouncement of sentence the judge said to him:

"You have the legal right to express a last wish, and if it is possible it will be gratified."

"I should like," said the prisoner, "once more to be allowed to shave the district attorney."

Waste may be a good thing around an engine, but it is a poor thing around a furnace.





A OUSTOMER-BRINGING SALES DISPLAY

No part of the country has a monopoly on ideas. We have often referred to the progressiveness and enterprise of Spelger & Hurlburt, Inc., of Seattle, Wash., and, by the way, Seattle has a number of successful retail hardware merchants who are alive and up to date when it comes to sales displays.

The one herewith is typical of these enterprising Northwestern merchants, whose windows are also timely

and seasonable and they link their sales force up to their sales displays so they get the best results.

GOOD CATCH PHRASES TO USE

Here are some catch phrases that merchants have used in their show cards, window displays, or in their advertisements in calling attention to any special lines which they wish to feature:

> We'll be glad to have you look-A looker of today Is tomorrow's buyer.

A great sale is here-Not a money-making sale for us But a friend-making sale.

This is your store—enjoy it— Everything in it is yours At reasonable prices.

A big, helpful, money-making event— Merchandise Warranted to give full Satisfaction.

The knowing ones come here— You'll come, too, If you try us once.

What is your ambition? Ours is a study to please. We shall never outgrow our ambition. Every Thrift Stamp and War Savings Stamp helps win the war. On sale at this store.

HELP YOURSELF-CANNER & COOKER.

"Conservo" is a Cooker For conserving food, It's also used for canning, When you're in the mood. Adapted for preserving Your fruits as well as meats, Or any kind of vegetable Like Corn, or Beans, or Beets. Capacity is fourteen quarts Preserved all at one time, Right in the bottles, Caus or Jars, Just what we say in Rhyme. As a cooker, the "Conservo" Prepares a meal entire, A Range is all you ever need In which there is a fire. -"Reeg the Rhymer."

It is easier to collect now than to recollect to collect later.



A CLOSED BOOK IN YOUR LIFE

NE book in our national life has been closed forever. It deals with the very summertime of our existence as a nation—a wonderful period of half a century in which there have been only a few summertime storms, which, like July tempests, were of short duration, quickly followed by clear skies.

It records bountiful prosperity and colossal forward strides in all things that add to individual convenience and personal development.

Even young men can make a long list of marvels that in their time have been added to our wealth of things which increase the pleasure of living. The old, contemplating the days of their youth, see that they have been transported into a new and better world. But now we are in the midst of war, and never again will come to the American people those happy days when its millions are all at home again—never can it come — until German military power is crushed and broken.

In our last war we defeated Spain, once the mistress of the world, in about 90 days. In the present war many nations have for nearly four years been fighting Germany; twenty odd nations have declared war against her, but none has succeeded in crossing her frontiers. Instead, Germany extends her territory, often by gigantic strides, steadily enslaving the conquered, and unmercifully carrying out her plans to destroy at their roots the virility of her adversaries.

Through her conquered territory and her millions of slaves she now compensates herself, in ways that a humane nation would abhor, for the enormous losses of her man power on the battlefields.

The biggest, strongest, most resourceful of her foes are war-worn, and to save ourselves from fighting Germany alone hereafter and on this side of the Atlantic, we are now fighting her with our Allies in Europe.

Considering these conditions, prudent men everywhere have set their souls for the rigors of a long war. Less than four years have revolutionized the life of every family in Great Britain and in France. The frivolous things have long since passed away. To cling longer to the unnecessary over there is disloyalty.

As a people we were not wise, in that we did not prepare for war when the signs of its coming were plain. Now that it has come, must we in America wait for the pinch of necessity and the command of authority to bring us to our senses, so that we may readjust our daily lives and our personal affairs as sensible people should who are struggling for their lives?

Men and women, awake to a realization of the new life that has come upon you, and seek no longer to cling to the old at the peril of your liberties, and of those beneath the roof tree of your home that you hold most dear.

The old book is forever closed. Another like it shall not be opened until ALL America successfully turns ALL its strength and ALL its wealth, of manhood and money, to the stern business of beating down a war-like nation, which now has under arms millions of veterans who must be defeated before we shall be safe.

Of what moment are the other things in life, until Germany is rendered powerless for further harm?

CONFERENCE COMMITTEE ON NATIONAL PREPAREDNESS
HENRY A. WISE WOOD, Chairman.
RAYMOND B. PRICE, Treasurer

JAMES E. CLARK, Secretary Metropolitan Life Building, One Madison Avenue, New York City

BDWIN B. STIMSON-COMPANY, BROOKLYN, NEW YORK

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WOMEN IN INDUSTRIAL WORK.

"Women engaged in industrial work, in the shop and factory, are adapting themselves to conditions, and grasping the fundamental principles of their work, with a readiness and efficiency that is truly surprising and gratifying."

The above statement from E. F. Primmer, manager of the employment department of the National Cash Register Company, of Dayton, Ohio, is based upon close study and information obtained at first hand in one of the best known industrial concerns in this country. Mr. Primmer further said:

"While an untold number of reports have been made, the subject of women in industry is constantly enlarging. What seems strange and startling today is commonplace tomorrow. Government reports, magazines, and newspapers daily are filled with statements about the ever-widening horizon of women's work. Women are eligible for employment in so many unusual occupations that it would be difficult to briefly enumerate them. There seems to be, however, only one boundary to the field of women's activities, and that is imposed by physical limitations. No one will argue woman's physical equality.

"In England, where there was a national desire to help meet the terrible emergencies of the war, women unwisely overrated their strength and set themselves at tasks which later proved detrimental to their health. American industry, profiting by the experience of England, wants continued output, rather than sporadic bursts of effort. Every man and woman in industry today, or in the future, must realize that it is the steady pull that will count at this crucial period in the world's history.

"While the great influx of women into industry was hastened by war conditions, yet it has not been wholly due to that cause. Armies of women are earning their own living because of the stress incident to the increased cost of all things. Hundreds of women have gone into the industries because they desire to be independent, and they do not regard their jobs or positions merely as bridges over the gap until marriage.

"Their induction into industry will have a beneficent, permanent result. It will mean the introduction in many factories of systems that are important to the health, safety and welfare of all employes. Improper surroundings will be eliminated and labor in general will be better off and better satisfied because of more desirable working conditions.

"There are, however, some things the women must be taught besides being given specific training for specific work. They must learn to be regular in attendance, because they

cannot expect to earn good wages unless they work steadily. They must adopt a business-like attitude toward their work, and regard their tasks as an opportunity for personal training, whether they expect to use their experience in the field of industry or elsewhere. They must regard health and hygiene as a business asset.

"Women are notably careless in matters pertaining to health, and frequently are unaware of the part poor health plays in reduced earnings or future happiness. They must be frank, straightforward and forego the privilege of having 'feelings.' If they remove the handicap of claiming privileges because of sex, they will find greater opportunities for advancement and sooner realize their ambition of equal

work for equal pay.

"This company has always employed a large number of women for clerical and other work, and with very satisfactory results. However, it was only when the war came, completely changing industrial conditions throughout the United States, steadily decreasing the number of men available for both skilled and unskilled work, as the demands for war materials increased, that it was found necessary to employ more women in this factory. They have made good in a manner so satisfactory that the opportunity for women to engage in industrial work here will be greater each day.

company has positions open for many women."

It is interesting to note in this connection. that it was the women who saved the labor situation in England. By the energy and ability displayed, they awakened the people and were given the right to vote, as a small measure of thanks for the tremendous work they are doing. In England women are doing nearly everything that men have done, and doing it well.

as the men are called for military service. Our

Here's to the Blue of the wind-swept North.
When we meet on the fields of France;
May the spirit of Grant be with you all
As the sons of the North advance.

And here's to the Gray of the sun-kissed South.

When we meet on the fields of France;

May the spirit of Lee be with you all

As the sons of the South advance.

And here's to the Blue and Gray as one,
When we meet on the fields of France;
May the Spirit of God be with us all
As the Sons of the Flag advance.
—George Morrow Mayo.

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[&]quot;It is the voice with the smile that wins."



The Adjustable Sales Corporation 1040 Jay Street, Rochester, New York

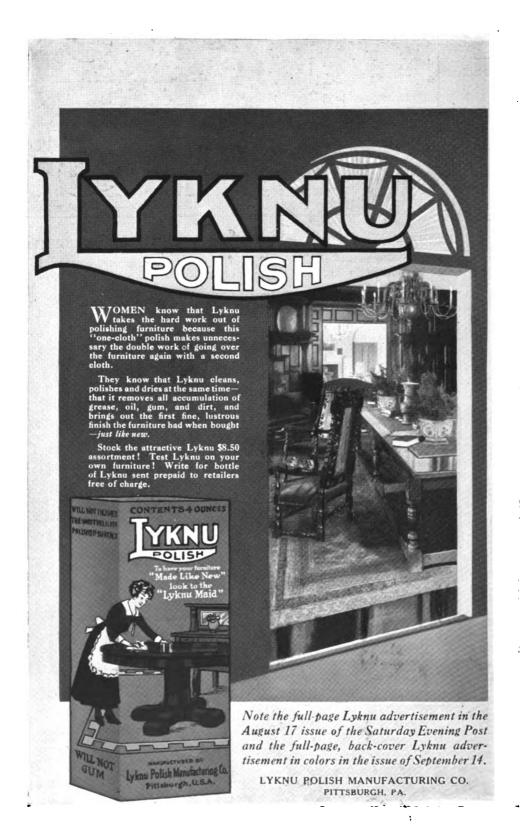
W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal. Western Representative

For Sale by America's Leading Hardware Jobbers

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FINISH

11 in.





IEN'S WINDOW FOR HARDWARE STORES COMING INTO GENERAL USE

The appeal to men is an appeal that is provng a cash drawer filler these days and many lardware dealers are concentrating upon it, aking full advantage of the opportunity before hem.

Not only is this the time to show your men's goods because of the soldier sales, but because nen in general are now looking more to their personal appearances than ever before.

After the war the millions of army trained nen will return to their homes with an inchangeable habit of carefully caring for hemselves. Men who before the war neglected heir personal appearance, through constant liscipline of the army life will have become changed men—men who will look for things hat will help them improve their appearance.

It behooves every up-to-the-minute store to commence to establish itself as a place where non can find their necessities and there is no cetter way to start than to establish and maintain a man's window.

Manufacturers are urging dealers to do his. The Twinplex Sales Company, for instance, nanufacturers of the Twinplex Stropper for Fillette blades are not urging the trade to nake full window displays of their product slone, but rather to use their display as a base for a general men's window, including all shaving cutlery items and kindred articles.

The illustration of the Star Hardware and Supply Co.'s display in Toledo, shows one of these windows which has proven the value of this sort of appeal

his sort of appeal.

The window not only increased materially

the sale of Twinplex Stropper in this store but all the other items show substantial increases.

The men's window is proving a winner and

should be used by every hardware store in the country.

THE SHIPS THAT WILL WIN THE WAR (By James J. Montague)

They're launching 'em in Oregon; they're launching 'em in Maine,

They're launching 'em along the Jersey shore;

Every State that fronts the tide lets a couple of 'em slide

Every day or two, and starts a dozen more. A million men are digging ore, a million smelting steel;

Another million working at the ways.

And the riveters are banging and the heavy hammers clanging

On the rivers and the harbors and the bays.

They're building 'em of timber; they're building 'em of steel,

They're moulding 'em of concrete made of sand;

And they'll all be strong and staunch when they're got in shape to launch

And all ready for the business that's at hand. They soon will dot the ocean like the foamflecks in a storm,

And they're going to go ahead and carry on, Till the great big job is done and the great big war is won,

And the Kaiser and von Hindenburg are gone.

They'll find the men to man 'em every-where that Yankees are,

Good husky lads who love a stand-up fight. And the baffled submarines will depart for safer scenes.

When confronted with their majesty and might.

They'll bridge the broad Atlantic with a bow-tostern pontoon,

And the Teuton gang can read its own defeat In the steady hammer, hammer, and the clamor and the clamor

That is turning out the mighty Yankee fleet.

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CORRECT A WRONG IMPRESSION

Hot days are the ones that cost motorists a lot of money.

Most motorists have a wrong impression about the increase of air pressure in tires in warm weather. In fact the belief is quite common that on hot days the air pressure may increase to the point of causing a blowout. There really is nothing to this belief for the heat does not come from the temperature of the air on the outside, as is commonly supposed, but from the natural flexing of the tire as it rolls over the road or street.

As this heat is due to the bending of the tire, the same amount of heat is created regardless of the outside temperature. Most tire users believe that to overcome this effect the pressure must be decreased, and the common practice is to run tires at less pressure on warm days. But this increases the bending of the tire carcass and the motorist actually aggravates the tire condition that he seeks to relieve when he decreases the pressure in his tires.

It is true that on a very hot day the air pressure in tires that are used continuously increases slightly but never sufficiently to cause any injury to the tire. Tires are not as fragile as some persons suppose and are able to stand three and four times the ordinary pressures used. There is more danger in decreasing the pressure than in permitting it to increase for after the tires have rested a while the air pressure will drop, and there is always the danger that the motorist will omit to put in enough air to bring the pressure up to the required point.

There is no condition in which tires are subjected to more air pressure variations, than in racing on our speedways. Yet even on the hottest days the terrific hundred mile grinds of the race tracks, with tire revolving 20 times a second, do not cause tires to blow out. And there is certainly no condition in ordinary driving that even approximates those of the speedway. There is no question but that motorist will profit by keeping tire air pressures, no matter what the heat conditions.

THE HUMAN AUTOMOBILE

All rules of success overlook the most essential element — Getting started, therefore use a self-starter on your human automobile.

Use the brakes of patience and Self-Control. Put large quantities of Hope in the grease-

Use the perserverance brand of gasoline as motive power instead of hot air.

Have the timer properly set-Early.

Have the carburetor properly adjusted, admitting a mixture of equal parts of earnestness and will power.

Use the primer of enthusiasm.

Best results can be had by using the four cylinders of knowledge:

The knowledge of self.

The knowledge of company.

The knowledge of your goods.

The knowledge of men.

Advance the sparker of ambition for more speed.

Open wide the throttle of faith in yourself. your company and your calling—to secure more power.

Polish with powder of Courtesy.

Use stick-to-it tires on non-discouragement rims.

Use the Golden Rule steering wheel. Put on Search-lights of character.

With the foregoing equipment the human automobile will take every hill of disappointment and discouragement on high gear.

M. Y. O. B.

"Mind your own business" is more important these days than ever before—for today the initials are reversed:

B. O. Y. M.

and are understood to stand for "Be on your mettle"—meaning, to serve your country and help end the war, for it is today true as never before, that "your own business" is the Nation's business, and it is for us all to serve.

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Avoid Loose Language

(By Michael Gross in Inland Printer)

AVE you ever stopped to consider," said Burdett, the sales manager, "that salesmen, as a rule, talk more orders away than they lose by any other cause? The reason for this condition of affairs is that so few longwinded salesmen ever realize they are talking both their customers and their orders to death.

"Some one once said that no other noiseproducing machine gives a man so much pleasure as does the sound of his own voice, and the truth of the statement was never better exemplified than in the case of a talkative salesman. That worthy is usually so in love with his own flow of eloquence that he can not conceive it possible for his customers to be one whit less interested in it than he himself."



"So few long-winded salesmen ever realize they are talking both their customers and their orders to death."

"You certainly seem to have given this phase of the game quite some thought." I remarked.

of the game quite some thought," I remarked.
"I have," Burdett answered, "and the reason for my doing so was because, during my early years at the selling game, I suffered from the same fault myself without being aware of the fact. All I did know was that my sales were getting fewer every month, and that the more people I saw, the less goods I sold. I couldn't figure the thing out, for I was doing a good deal of talking to each of my customers and, according to my way of estimating salesmanship at that time, the conversation should have resulted in orders.

"I don't believe I would ever have awakened to my real failing if I had not called one morning on a customer who happened to be in a particularly ugly mood. I walked into his private office and, as usual, started to entertain him with an unwanted and unasked for line of conversation that began with the weather and ended, twenty minutes later, by my naming the team that I thought would surely win the pennant that season. My man listened patiently until I was all through. Then he turned around in his chair and faced me. 'Do you know that you talk entirely too much?' he asked me, pointblank.

"Coming suddenly that way, the question certainly took me by surprise, and, in an attempt to carry the remark off lightly, I answered: 'I hardly think I do. You know,' I added, as if in explanation, 'we salesmen are supposed to get our orders by talking.'

""Well, that's just the way you have been losing my orders," he came back at me; then, seeing that I was really unaware of my failing, he went on, in a more kindly tone: "I know that the things you talk about seem interesting to you and for that reason you imagine they should prove interesting to your customers. The chances are they would, too, if the people you see had nothing else to do but listen. You also must learn to realize that the things which seem funny to you may not be funny at all to the other fellow, and that the joke you think is new may have made the man you are telling it to laugh years before you were born.

"'Now, here's a little cure I would like you to try,' my man went on, 'for your customers' sake if not for your own. It may mean a little strain on your fancy in the beginning, but if it finally cures you, the effort will be well worth while. Tomorrow morning, as soon as you go into your office, try to imagine that every word you are going to say during the day, no matter whether to an office boy, a stenographer or a customer, will be reproduced on a phonographic record. Then imagine that this same record, containing every word you have said, will be played on your phonograph at home that evening, and that your folks as well as your best friends will be gathered around the machine to listen and pass judgment on every remark.

"'Provided you had started on my plan this morning," my man ended, 'how much of the conversation that would have been recorded so far would you really be proud of and anxious to claim as your own? The biggest part of it taking your talk here as a specimen, would be either bull, brag, bluster or bum comedy. Just keep tab on your conversation by my plan for a few days and then come in to see ma I'll be anxious to hear how it works out."

"Instead of getting up on my ear, as most fellows would have done," Burdett went "I flatter myself on the fact that I really took the lesson to heart and made up my mind to



The worst month in the year for automobile accidents

Brakes are worn down after a summer's use and need inspection

EPTEMBER is the worst month in the year for automobile accidents, according to records kept by police departments and safety societies. Here is the reason:

The cars have been used all Summer-the brakes are worn down. Then, when the emergency comes, the brakes fail.

Your customers cannot afford to tolerate poor brakes. The protection of their cars and their own safety depend on the brakes being efficient. Their cars will be in service at least two or three months longer. In some cases they will be used right through the Winter Winter.

Your customers should have their brakes inspected regularly

Point out to your customers why there are so many accidents in September. Urge them to have their brakes inspected at regular intervals.

When their brakes need relining, put on Thermoid, the brake lining that is made for long, certain service.

Three reasons why Thermoid satisfies your customers

1st-Over 40% more material and 60%

more labor is used in the manufacture of Thermoid than in any woven brake lining. This gives longest service.

2nd—Thermoid is the one brake lining that is Grap-alized. This exclusive process resists moisture, oil and nalized. gasoline.

3rd—Thermoid is hydraulic compressed. I slowly and can be used until cardboard thin. It wears down

Thermoid dealers are given the heartiest co-operation in building up a profitable volume of relining business.

If you are not handling Thermoid, write today for information about the assistance which we give our dealers.

Every foot of Thermoid Hydraulic Com-pressed Brake Lining is backed by Our Guarantee: Thermoid will make good — or WE WILL.

Thermoid Rubber Company

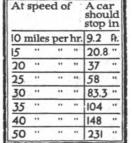
Factory and Main Office: Trenton, N. J.

Branches

York Chicago San Francisco Los Angeles Philadelphia Pittsburgh London Paris Turin o Bosto

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited Montreal Branches in all principal Canadian cities



Will Your Car Do This?







Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden Hose"

try out this customer's scheme the very next

day.

"Coming into the office the following morning, I found the other salesmen already at their desks. At sight of me one of them called out: 'Here's Curt now; come over here, Curt, and tell Bill that funny story you pulled on us

yesterday. He hasn't heard it yet.'

"I was just about to accept the invitation, for telling off-color stories was my long suit in those days, when I thought of that ever-grinding phonograph record taking down each word I intended saying. My second thought was of what my folks would say when they put the record on the phonograph that evening and heard the joke. The reflection checked me in a hurry, you can bet, and I respectfully declined to regale Bill, much to the surprise of the boys, it being the only time they had ever heard me refuse to tell a story.

"The first customer I called on that morning showed me a sample line of merchandise which he had just bought from a competitor, and asked for my opinion on it. Under ordinary circumstances, the request for my opinion would have started me off on a long discourse regarding the different things, imaginary or otherwise, that ailed my competitor's line. But that day, with an imaginary phonograph record taking down every word I was about to utter and reproducing it that evening for the edification of my friends, I decided to go slow. I examined the merchandise and then frankly admitted that the stuff was as good as my firm could have sold for the same money. statement so pleased my customer that he confessed he had not really bought the line but merely asked the salesman to leave it and give him a chance to think the proposition over. As I had been candid about saying that the value was as good as I could give for the money,



however, my man said he would take my stuff in preference, at the same price.

"This incident, besides netting me my first order in quite a few days, gave me the com-

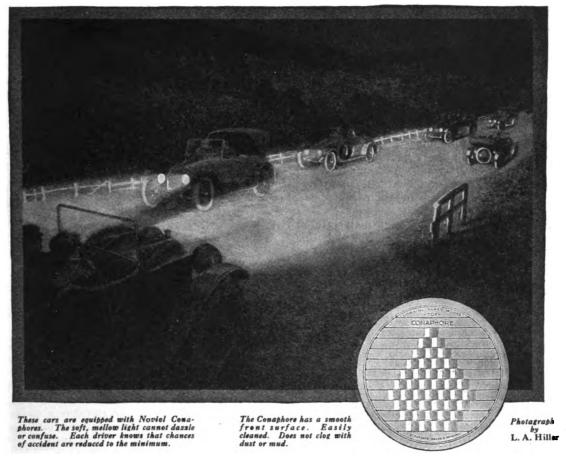
fortable feeling that I did not have to feel ashamed to let any one, even including the competitor I had taken the business from, listen to the part of the record that I had made in



"How much of the conversation that would have been recorded so far would you really be proud of?"

this customer's office. I made up my mind that I wasn't going to say anything to spoil the balance of that day's record, and accordingly, in the next office I went to, instead of exchanging a lot of silly chatter with the stenographer I gave her a quick word of greeting and asked whether Mr. Blank was in. The question was so different from my usual method of gossiping for a half hour before giving her my card that the girl jumped up in surprise, went into the private office and soon came back with the word that I could go right in.

"We had just delivered a bill of goods to this customer and something was evidently wrong, for no sooner did I get into my man's office than he started complaining about the kind of house I was working for. Instead of agreeing with him—as I had made it a practice to do in the past, and going off on a long tirade about how bad it was for a good salesman like myself to be tied to such a poor concern, and that they were making me lose all my trade. I considered for a moment how a cry-baby statement of that kind would sound on a phonograph record and quickly changed my mind. I spoke right up and told my customer that the house was doing the best it could; that none of us was infallible; and that every concern was bound to make some little mistake sooner or later. Talking in this unusual strain made me wax enthusiastic, and I dwelt long and earnesly on all the good service my house had given this same man for years, ending up with the words: 'And yet, Mr. Blank, because we made one little mistake on your last order you are willing to forget the way we have handled your account in the past and threaten to switch your business to a competitor. Do you think you are treating us fairly Would you want your customers to leave you for the first slight



Cash in on these exclusive features

Five sales points which mean profits to you

- 1. Noviol Conaphores, with their unique yellow tint, flash a sure signal of safety to oncoming motorists—
- 2. They provide a light that is always easy on the driver's eyes—
- 3. They define a clear path for the driver when wet pavements reflect a glassy glare from street lamps and electric signs—
- 4. They cause the greens of the roadside to stand out in their natural colors, and show up the ditches—
- 5. Most important of all, they eliminate the dangerous "back-glare" which blurs the driver's vision on foggy or dusty nights.

Only in the Conaphore can motorists get these extra advantages.

A product of technical research

Noviol Glass and Conaphore design were developed in the Corning laboratories, which lead the world in the art of glass making. Conaphores bring safety and comfort on the highways, just as Corning

signal glass protects every great railroad of the continent.

As the famous double target test proves conclusively, Conaphore design keeps the beam below the 42-inch level, and yet gives the longest possible range—500 feet—with ample sidelight. No light is wasted by diffusion. No light is dumped in the foreground.

Take advantage of the market

Supply the demand for Conaphores in your territory. Let your customers know that your store is Conaphore headquarters and you are bound to get some extra profits.

Write for handsome Conaphore window transparency all ready to mail you. It ties up your store with our big national advertising campaign.

Retail Price List (per pair)	Noviol Glass	Clear Glass
5 to 6% inches incl	. \$2.40	\$1.60
7 to 8½ inches incl	. 3.50	2.50
85% to 10 inches incl	. 4.50	3.00
10% to 11% inches incl		4.00

Prices 25c more per pair west of Rocky Mountains Sines vary by stops of 1/4 inch above 61/2 inch sine

CONAPHORE SALES DIVISION
EDWARD A. CASSIDY Co., Mgrs.
Madison Avenue and 40th Street - New York City

NO GLARE RANGE 500 FT.



PIERCES FOG AND DUST

Digitized by GOOGLE

mistake you happened to make in filling their order?'

"Mr. Blank, impressed by the unusualness of my plea as well as by its earnestness, grasped my hand when I had finished speaking. 'That's the sort of talk I like to hear from a salesman,' he said glowingly; 'loyalty is a cardinal virtue and when I find a man who sticks up for his house I know he'll do the right thing by his customers, too. I only wish that my boys on the road were making such eloquent pleas in defense when the standing of their house is impugned.'

"When I said good-by to that man I left behind me a more favorable impression of both myself and my house than I had been able to make on all my previous visits combined, and, best of all, I felt that I would be proud to let my boss, my folks and all my friends hear the section of the record that contained my con-

versation during those few minutes.

"All that day I kept seeing an ever-winding record in front of me busily taking down every syllable I uttered. I managed to visualize it so vividly that I even dispensed with the tenminute bantering I usually gave the waitress at lunch under the mistaken impression that my line of comedy was making her happy. To my surprise neither the waitress nor myself missed one word of it. As a matter of fact, one of the most startling things I noticed was,

MOTOR MERCANTILE CO.

SALT LAKE CITY

Parts and Supplies

For

Motor Driven Vehicles

Distributors of

Federal Tires.

Motul Oils, Gearese and Cupese.
Columbia Storage Batteries.
Stanley Self-Oiling Springs.
Tafnir Bearings.
Zenith Carburetors.
Garage Equipment—Mechanics' Tools.

Wholesale



Only

Trade Mark

that while I used only about one-fifth of my usual amount of conversation, neither my customers nor any one else seemed to miss the four-fifths that I canned. On the contrary, because



"I told my customer the house was doing the best it could."

of my saying so little myself, I gave my customers a chance to get off a few things on their own hook and learned more about their requirements in that one day than I had ever succeeded in doing before.

"That night I went over the day's conversation in imagination, and in fancy could hear the record being played. There were a few spots here and there that, on mature deliberation, I felt could have been eliminated, but I was satisfied with that first day's record, for I realized that I couldn't change my habits

completely in twenty-four hours.

"I made an earnest effort each following day, however, to profit by the mistakes of the day before, and succeeded in getting a more entertaining and gratifying record each evening. It became increasingly easy for me to do this, for I was learning to think before I opened my mouth and to weigh the words I intended saying to determine if they were

really necessary.

"Once I grew into this habit of thinking before I spoke, I found I could dispense with the record and still not say too much. But for the salesman who has the faintest suspicion that he is talking himself out of sales, I can do no greater favor than to recommend that he start an imaginary record of his conversation immediately. If the experience of letting his friends hear a few slices of his daily conversation, in fancy, does not force him to see the parts that were uncalled for or unnecessary, his case is beyond cure.

"To paraphrase the famous slogan: 'Ask this man—he's owned one.'"

L. C. Gray has closed up his hardware and implement business at Gadsden, Arizona, and will center all his business activities at Somerton, Arizona, for the present. He reports a good outlook.





Motor Car Essential in American Business

(By Chester N. Weaver)

URING the last ninety days the question of conserving materials needed by the Government and by the allies has been mentioned in hundreds of papers, and in practically every instance the one item which is brought out as a glaring example of the non-essential is the automobile.

In scare heads in various newspapers, where reference is made to taxation, to shortage of materials, to lack of patriotism, the automobile is used as an example.

Now, Why the Automobile?

Why not one of the dozens of items which are really non-essential, because I contend that the automobile is not non-essential is it is used today, and that way down deep in the hearts of the average American citizen, 90 per cent of them agree with me that the automobile is a necessity.

Why not pick on the telephone? It is in a

way non-essential.

Why not the moving picture show? It in a way is non-essential.

Why not the theater? It in a way is not

essential.

Why not prohibit people from riding on railroads unless the trip is one that is absolutely necessary? Otherwise, the trip is not essential.

Why the street cars? People could walk.
Why wear white collars? We can just as well wear flannel shirts. The white collar is not

essential.

Why buy jewelry? Is it essential?

None of these items are ever mentioned, but it is always the automobile, when as a matter of fact the automobile has come to be one of the most essential items connected with American business.

From actual figures taken in our place of business, it has been found that of the last one hundred cars sold, eighty-two of them are being

used for business purposes.

From actual records kept it has been found that the traveling man can increase his efficiency from 50 to 100 per cent by using the automobile. Not only is he increasing his efficiency, but certain strain or draft on railroad transportation has been relieved. It is the tendency of automobiles to speed up the entire business programme and increase its efficiency to an enormous extent.

Needed in Every Line

The railroad facilities at the present time are inadequate to handle the additional amount of burden which they have been called upon to assume under the present conditions. You cannot think of a single line of business activity in

which the automobile does not play a vital part in its programme.

In the shipbuilding programme its usefulness begins from the time that the ore is taken out of the ground until the superintendent of construction of the shipbuilding concerns, the busiest man in the world today, through the use of his automobile in traveling from place to place sees his completed ships successfully launched. Curtail the use of the automobile and you place a restraining finger on the very pulse of the entire war programme.

Is the money that the buyer of an automobile spends wasted?

Is it not distributed throughout the whole of the United States and is not that same money again distributed by the people who receive it, and are not these same people using it to purchase necessities and in turn using it to buy Liberty Bonds, War Savings Stamps and for subscriptions to the Red Cross.

Ask Yourself Question

Do the people of the United States as a rule realize the vast number of people, men and women, who are making a living from the automobile industry?

Do they realize that the doctor must have an automobile to take care of his practice? I ask any person, any one of the 5,000,000 people in the United States who are using what are called passenger automobiles, to take five minutes of his time, go over the use that he has made of his automobile for the last thirty days and then conscientiously answer the question in his own mind: Is his automobile essential or non-essential? Can he get along without it? Is it an expense or is the money that he is helping to distribute in turn helping the Government?

I contend that the automobile is not a nonessential. I contend that the automobile is being used to a very great extent today as an absolute business necessity. A few days ago I had occasion to take a trip up through the country and stopped and talked to a man who is running a ranch and a wayside hotel. We naturally drifted on to the subject of automobiles.

He asked me what I thought in regard to Government regulations in the use of automobiles, prohibitive prices that might be asked for gasoline, advanced prices on automobiles, etc. The gist of his information was that he was twenty miles from the source of his supply, that a few years ago it was necessary for him to take a team of horses, start early in the morning, go to town, returning home late at night, doing a hard day's work in order to get his supplies



Business Builders

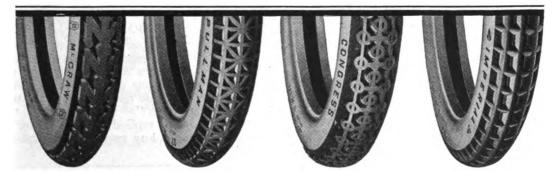
McGraw made casing or tube brings the user back for more. Distributors enjoy a constantly increasing business through repeat sales to satisfied customers. On this basis the McGraw proposition has built up a big business in a very few years.

Let us tell you how the McGraw franchise can develop permanent, profitable business for you. Write today.

THE McGRAW TIRE & RUBBER CO.

East Palestine, Ohio

Distributing Warehouses - New York - Boston - Atlanta - St. Louis - San Francisco





Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.



for the week; hence, a waste of time, two horses and a man for one full day. Today he takes his automobile, goes into town after the evening meal, is back home, loses no time; hence, adds that much time for work on his farm and around his hotel. In one year this means fifty-two days; hence, there are fifty-two days saved. If every traveling man in the country increases his efficiency 50 per cent, or even 10 per cent figure out how many days are saved and how much more is accomplished.

I cannot understand why the automobile is being used as a glaring example of extravagance in so many instances, but it seems as if the average person who is not thoroughly conversant with the automobile conditions picks on the automobile or the automobile man as the one thing and the one person for whom there is no place in the sun.

Twenty-seven years ago the present Kaiser said this at Potsdam to a body of recruits: "Body and soul you belong to me. If I command you to shoot your fathers and your mothers " you must follow my command without a murmur." Need we wonder that soldiers thus degraded and enslaved in the beginning should come to make a holiday of outraging Belgium, murdering and maltreating women and children, and violating all the rules of civilization and humanity? Need we wonder at the grim knowledge that has come to us that the only way to make such soldiers "good" is to kill them?

If you are a salesman, the first thing you must do is to sell your own goods to yourself. You cannot convince other people unless you are in earnest. Salesmanship requires sincerity. If you really think that the price of your own goods is too high, you will not do very well as a salesman. We can seldom make anyone else believe a thing unless we believe it ourselves.

So, do not begin to sell until you appreciate your own goods. Make your first sale to yourself.—Herbert Casson.

THE BOY OF IT

A boy wanted a dog, and the rich uncle said: "Well, Eddie, suppose I give you two hundred dollars for a dog. Would you spend that whole sum in one dog, or would you buy a pretty good dog and put the rest of the money in the savings bank?"

"Well, uncle," replied Eddie, "if you leave it to me, I would buy two hundred one-dollar dogs."

Successful business men today study co-operation. Seldom is one man large enough to oversee all the details of a business.

You'll find it easy to sell fire extinguishers if you'll tell your customers the "why" of them

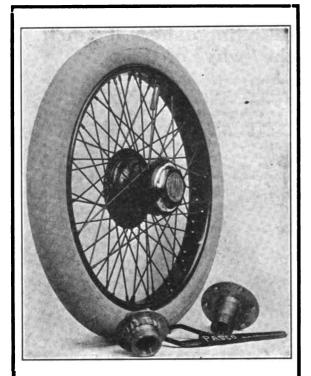
TELL them, even if their truck is covered for fire loss, not to stop there. For when the insurance is paid, they will still face the loss of the cargo and perhaps of contracts dependent on that truckdelivery.

Urge the necessity of insurance but show the chance of loss that such insurance would *not* cover. Then point the extinguisher method of protection from that loss.

Clinch the sale with the story of an exclusive fea-

ture of the Johns-Manville Fire Extinguisher. Explain that this feature permits your pumping up and storing air pressure while moving toward the fire. And that this feature permits you to direct a steady stream without pumping and so gives certain aim. Tell them that most fires start in tight quarters where pumping and aiming is a handicap. Of course where fire is in the open they can pump while aiming. But the exclusive feature of pumped up, temporarily stored pressure multiplies their protection.





Dealers' **Attention**

is rapidly being focused on PASCO'S distinctive features-PASCO'S quality -the profitable PASCO sales-plan.

Progressive merchants who formerly thought a wire wheel foreign to their trade are beginning to realize that PASCO Wheels are money-makers and reputation-builders. If you, Mr. Merchant, want to be convinced, ask us to tell you the whole story of PASCO.

It will interest you, we believe.

National Wire Wheel Works. Inc.

Dept. H, Geneva, New York

Western Representatives:

BAILEY-DRAKE COMPANY

Offices:

San Francisco—149 New Montgomery Building.
Seattle—L. C. Smith Building
Kansas City—419 Rialto Building
Chicago—1118 South Michigan Ave.
Minneapolis—817 Plymouth Building.

HOW TO MEET THE HIGH PRICE BOGEY

The merchant who is on the defensive when his customers complain that prices are too high stands to lose worth-while sales that he might have made—and made easily—if he had taken a firm stand on the subject of prices, and explained to his customers why prices were high -and why his merchandise is good value, even at prevailing higher prices.

As a matter of fact, people are becoming accustomed to paying higher prices for everything they buy. Most people are able to pay more for goods, because their earnings, either in wages or in the commodities they produce, are greater. Hence, it requires only good salesmanship to convince them that the prices you

ask are reasonable.

The aggressive merchant will not accept defeat at the hands of the "high-price bogey," but will insist to his trade that in actual values his goods are worth all that he asks for them, and that it is to his customers' advantage in the long run to buy good goods, at fair prices.

"TUNGSTEN ALWAYS ON THE JOB"

This slogan is recognized by motorists as well as dealers as being fully true, for Tungsten Mfg. Co. claim for their spark plugs that they bring a motor to its highest efficiency, and give long, faith-ful service, because they are man-ufactured from the best adapted materials that are available, and all parts are built extra heavy, especially at the point where the strain is greatest.

Tungsten Spark Plugs are not an experiemnt, but are the result of many years of experience in the refinement and improvement of everything that enters into the manufacture of a first-class spark

The large shell and bushing, the sturdy porcelain with extra wide shoulder affords a large packing surface.

Also the large annealed copper asbestos gaskets on both upper and lower shoulder prevent compression leakage and porcelain breakage through expansion and contraction of the metal parts.

An important thing to remember in a Tungsten is that the porcelain is turned by hand from imported Kaolin and fired at 2600 degrees, giving a very high glaze and absolutely preventing current leakage which occurs when ordiporcelains are used.

The heavy center stem and the non-housed firing points made from genuine imported Meteor wire contain 97% nickel.

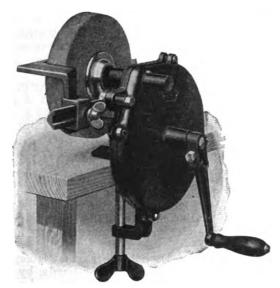
The Tungsten plug has only one firing point, which concentrates all of the current into one big, fat, hot,

sizzling spark, insuring maximum motor efficiency.

The Tungsten products are distributed by leading hardware jobbers generally, and they or their representatives will be glad to give full information to any of our readers upon request.



AMERICAN -SELF- GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American line of High Duty Grinders

Have no Equal

Oil-tight gear case, with continuous oil and bath for working parts.

Malleable Iron Clamp — Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

Spring Tension Feed Lever for Drill and Wheel Dresser Attachments

These superior, exclusive features, make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

Ask your Jobber or write to us direct Attractive proposition to dealers

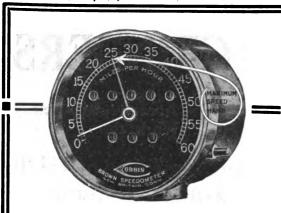
AMERICAN GRINDER MFG. CO. MILWAUKEE, WISCONSIN

WESTERN DISTRIBUTERS

Jobbers

Dunham, Carrigan & Hayden Co.
Baker, Hamilton & Pacific Co.
Thomson-Diggs Co.
Ducommon Hardware Co.
Harper & Reynolds Co.
Honeyman Hardware Co.
Whiton Hardware Co.
A. M. Holter Hardware Co.
George A. Lowe Co.

Butler & Brittain.
Chanslor & Lyon Co.
George Tritch Hardware Co.
Krakauer, Zork & Moye's Sucs., Inc.
Momsen-Dunnegan-Ryan Co.
Z. C. M. I., Salt Lake, Utah.
Western Metal & Supply Co., San Diego.
Auto Hardware & Equipment Co., San Diego.
Northwest Auto Supply Co., Billings.



It Costs No More to Have Accuracy

TO MOTORIST who wishes to make the most of his car will attempt to get along without a speedometer, and as long as he is to have a recording instrument at all he should demand the one that assures him of the utmost accuracy and durability.

He will find these essential qualities combined to the highest degree in the

ORBIN-BROWN SPEEDOMETER

Corbin-Brown reliability begins with the strong, perfectly-meshing drive gears, extends through the sturdy, almost frictionless link cable and finishes in the instrument itself. Every part is simple and amply heavy for the work it has to do.

The centrifugal principle on which the Corbin-Brown operates keeps it free from the troubles found in more complicated systems. It is not affected by extreme temperatures or electrical influences. Long usage and hard road shocks do not interfere with its accuracy.

> When ordering the Corbin-Brown do not fail to specify the Maximum Speed Hand, an extra feature which registers the highest speed attained and remains at that point until re-set to zero. You don't have to watch the speedometer—the speed record remains as long as you want it.

The Corbin-Brown catalog illustrates the various models and describes the features which make this speedometer the logical choice of the motorist.

Write for Your Copy Today

CORBIN'SCREW CORPORATION

American Hardware Corporation, Successor NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

TODAY IS THE DAY

(By George Washington Robnett)

For what? For action! To do the thing that lies before you.

In this age you're fighting a constant battle with time-you can't win by letting time have all the advantages.

In the race for success your strongest competitor is time—your keenest adversary is hesitation—your bitterest enemy is "wait till tomorrow."

You can not prolong your life, but you can make every minute of it count for achieve-

Remember this—you can't "put it over" by "putting it off."

Abraham Lincoln said: "I will prepare and be ready when my time comes." Would he ever have been president if he had kept putting

off the training of his mind?
"Put it off" and you are merely welding a link in the chain of habit that will sooner or later render your judgment quaky and unsub-

Charles M. Schwab says: "Keep yourself in training for big achievements, by disposing of your duties in hand, swiftly and with determination."

Acquire the habit of putting things off and very soon you will find the path of progress blocked with an entangling mesh of duties you have postponed.

"I'll think it over" has cursed many a man and wrecked many a career. Think fast! Decide! Dispose of the thing in hand and be ready for the next.

Of course, you will say to yourself-"I'm not guilty of this sin of proscrastination." Think it over. Analyze yourself. In your own heart you know best whether you are guilty. and if you are, sooner or later, you must pay the penalty.

The world has no responsible jobs to offer the laggard—the man who is afraid to act. Strengthen your character with prompt decisions. What is wanted is men who have the "habit" of doing things—and doing them now.—Chicago Advertising.

The Bishop Hardware & Implement Co., Bishop, Cal.. who recently purchased the hardware and implement stock of C. A. Eastman report a splendid season's trade and a good outlook.

The Moore Hardware & Implement Co., Moore. Montana, have purchased the hardware and implement stock of A. M. Mathews, Moore, Montana, and are increasing their facilities and adding to their stock.

The Parkinson Trent Mercantile Co., Okmulgee Oklahoma, are erecting a two story building, which is occupied by their hardware and implement estab-



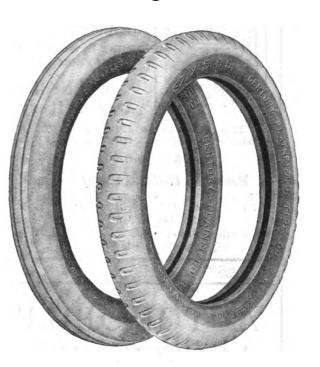
Century-Plainfield TIRES

Century-Plainfield 6,000 Miles

Highest quality rubber plus highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are merit tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

Be a Century-Plainfield User Be a Century-Plainfield Dealer

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO. SAN FRANCISCO

J. B. WOOD TIRE CO. 927 80. HILL ST., LOS ANGELES

R. M. WADE & CO. PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse 430 Golden Gate Avenue SAN FRANCISCO





Service -

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis 17 Park Place 114 S. Wells St. 1106 Pine St. 604 Mission St. San Francisco

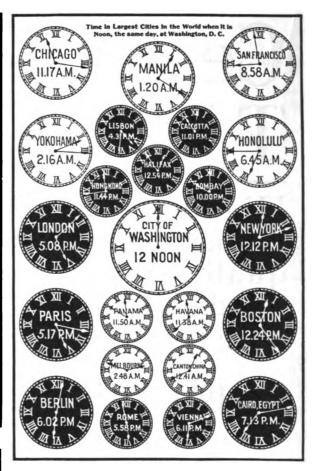
Factories: Jersey City, N. J.; Ravena, Ohio; St. Louis, Mo.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle, Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago



TIME THROUGHOUT THE WORLD

So many American soldiers are serving in foreign countries, both in the East and West that the parents of those men who are "over there" will find the above table interesting.

So many parents, brothers and sisters like to have an idea and in their imagination follow their friends in their daily routine and work, that they will want to preserve the above table.

R. G. Hall & Son have opened a store at Fairmont, Nebraska, handling full lines of hardware, housefurnishing, sporting goods and accessories.

The Armistead & Ende Hardware Co., and Mitchell Harris Hardware Co., Greenville, Texas, have consolidated and incorporated with a capital stock of \$35,000.

E. J. Owenhouse, who has been engaged in the hardware business at Bozeman, Montana, recently sold his interest in the Owenhouse Hardware Co., to E. H. Fisher, Frank W. Benepe and F. A. Walderf. The firm name will remain unchanged.

Podany & Son, Clarkson, Nebraska, recently engaged in business, and are handling full lines of hardware, housefurnishing, sporting goods, auto accessories, bathroom fixtures. They report an excellent outlook.



DU PONT AMERICAN INDUSTRIES COMMERCIAN



PONTOKLENE

The Tar Remover Without a Rival

A stock of this high-grade tar remover in your store means money in your pocket. A nation-wide advertising campaign is introducing PONTOKLENE to motorists everywhere in America. Inquiries are coming in from your territory asking for the name of the nearest PONTOKLENE dealer.

A product that is giving the utmost satisfaction is causing repeat orders from those who have tried it once. PONTO-KLENE takes the tar off the car quickly and without hard rubbing, and these points make it a boon to the man with the motor car. He is not only keeping PONTOKLENE constantly on hand, but is telling his friends about it. This assures a permanent business and a rapid turnover for the dealer who handles PONTOKLENE.

Do you want to get part of this business? If so, act promptly before the agency is taken by someone else. PONTO-KLENE is sold in quart and half-gallon cans at \$1.00 and \$1.50 respectively and lucrative discounts are allowed to the trade. It is packed in case lots, 24 cans to the case. Sample cans, attractive display hangers and literature are furnished with each order. In short, the sales organization of the Du Pont Company will back you to the limit.

Ask for samples and our trade proposition now.

Du Pont Chemical Works

Equitable Building, New York



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MOVE HEADQUARTERS TO CHICAGO

The Bailey Drake Co. announces the opening of their main offices at 1118 South Michigan Avenue, Chicago, Ill., where the executive offices of the company will be located, under the supervision of Messrs. Don E. Bailey and Edward E. Drake.



EDWARD E. DRAKE DON E. BAILEY Enterprising Accessory Sales Bepresentatives, Whose Headquarters Have Now Been Moved to Chicago.

The Bailey Drake Co. maintain branch offices at Kansas City, Minneapolis, Seattle and San Francisco, these cities being favorable jobbing centers from which the sales force cover the territory west of Chicago. Export representatives are also maintained in the Hawaiian and Philippine Islands, China, Japan and Australia.

The Bailey Drake Co. was established ten years ago to represent the jobbing and manufacturing trade only. The efforts of this organization are mainly

concentrated on the sale of automotive equipment.

Through years of close co-operation between the Bailey Drake Co.'s sales force and the manufacturers which they represent, a feeling has arisen that each member is a direct part of the factories represented, and this spirit has been a large factor in obtaining

Messrs. Bailey & Drake are well informed, progressive, business men, who have an enthusiastic sales force, and who have made a careful study of the products which they represent.



Part of their yearly programme consists of a visit

to the factories to study manufacturing conditions.

By locating the main office in Chicago, which is the center of the source of supply, Don E. Bailey, who superintends the entire sales force will be in constant touch with the manufacturers, and in the event of new conditions arising or new articles being manufactured, he will be able to give first hand and prompt information to their sales force.

Edward E. Drake was formerly Pacific Coast manager for the Remington Arms U. M. C. Co., and later their general sales manager at New York, and he will also be on hand to greet any of the jobbing or manufacturing trade visiting Chicago.

"Trade Mark Reg. U. S. Pat. Office" SOCKET WRENCHES



"HEXALL" RATCHET WRENCH NO. 2. 7-inch handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1% lbs.

SEDGLEY WRENCH AND WE REPAIR IT-NO CHARGE''

"BREAK ANY

Also Manufacturers of THE BABY HAMMERLESS REVOLVER Write for Our Catalog of Good Sellers, Today



SOCKET WRENCH NO. A splendid tool. 10½-inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 os.

2311-13 North 16th Street, Philadelphia, Pa. R. F. SEDGLEY, Manufacturer McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

SJAN Hand Made

TAR TIRES are made by hand—not manufactured by a machine. The Star hand building process, while slower and more expensive than ordinary methods, produces an infinitely better tire—a tire whose slight additional cost to the user is compensated for time and again in the increased mileage and multiplied satisfaction it gives.

Star Hand Made Tires are built with but one purpose—to give maximum mileage. They are not intended to meet price competition—they are not built to yield an extensive profit to the maker—they are not built for volume—but they are built, not merely to measure up to their liberal guarantee, but to exceed it.

Such a tire sells and re-sells. The dealer has confidence in it and the user has confidence in it. The result is a profitable business

for the dealer and a profitable tire for the user. A Star Tire agency gives you exclusive selling rights in your territory and thus enables you to build the permanent and profitable business to which you are entitled.

There is a Star Tire Distributor within easy shipping distance of you. Distributors at all large points west of the Mississippi.

Write or Wire Us

The Star Rubber Co.

1068 Crozier Street, Akron, Ohio









Do Your Customers a Favor

when they ask for joint compound, give them Dixon's. Then be ready to fill repeat orders. They will like Dixon's, for it is DIFFERENT.



makes non-leak joints in steam, air, water, oil, brine and gas lines. The graphite lubricates the threads, making it possible to screw up joints tighter than usual and allowing them to be taken apart without trouble or damage to fittings. This feature makes a hit with property owners.

Write for Booklet No. 230-D.

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Company

Established 1827

THEORY OF GRAPHITE LUBRICATION

The theory of all lubrication is to keep two moving surfaces apart. In theory this is correct, and also correct in practice with this one exception: Any oil or grease will stand weight or stress up to a certain limit, but if unusual weight or stress is placed upon the machine, the oil or grease will squeeze out from between the surfaces and allow the metals to touch.

Metals are never smooth. Under a microscope the most highly polished piece of metal resembles a nutmeg grater. There are little pin points sticking up, pores in the metal, tool marks and other irregularities. When the oil or grease squeezes out these irregularities interlock. This is the cause of "friction." These little pin points also break off. This is termed "wear." Tiny particles of metal get into the lubricant and, returning through the bearing parts, act as an abrasive.

The proper lubricating graphite entirely overcomes this. It first fills in the pores of the metal, after which it places a veneer over the entire wearing surfaces. After the graphite veneer has been secured friction will have been reduced to the absolute minimum known as mechanics. Not only this, but wear metals will be prevented, for the reason that contact now is between graphite-and-graphite and not metal-and-metal. It is obvious that if metals do not

rub together they cannot wear.

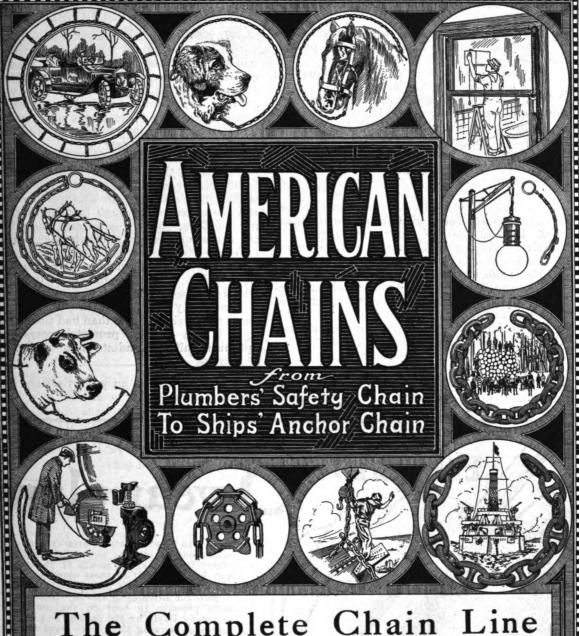
To demonstrate, take two small pieces of hard-faced paper. Lay one upon the other and try to move the top piece over the bottom one by applying weight and force. It is friction that holds the two pieces of paper together. Now, take some fine flake graphite and rub a little on each piece of paper, place the graphited surfaces together and do the same as before. You now find that the papers move

readily one upon the other.

To show this further, take one piece of paper on the corner of which is no graphite, and rub upon the other graphited piece, rubbing for a time and in all directions, so as to work the graphite thoroughly into the paper. Now look at the paper and you will observe that the graphite has filled in the pores of the paper, after which it has placed a veneer over the entire surface. Rub your thumb over the graphited part and you find that it does not rub off.

Lay the two pieces of paper together and rub as before, placing weight upon it, and you find that the more weight applied—in other words, the more work flake graphite is given to do—the easier it moves and, unlike oil or grease, does not and cannot be squeezed out from the point of contact. In fact, it gathers at the points of contact, until it has filled up the pores and irregularities in the paper.

The test illustrates the truth that, irrespective of weight, a film of graphite cannot be squeezed out. In fact, the more weight applied, the firmer it is embedded in the metal and smoother the surface becomes.



The Complete Chain Line

Weldless, Electric Welded, Fire Welded All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc. BRIDGEPORT, CONN., U. S. A.

Boston Office: 107 Massachusetts Ave

Chicago Office: 529 West 12th Street San Francisco Office: 714 St. Clair Building

In Canada-DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.



A SALESMAN IS LIKE A MACHINIST (By Herbert N. Casson)

WHY is a Salesman like a Machinist?

Because he must learn to handle people; and people are human machinery.

A man is as much a machine as a motorcycle,

and he is a darn sight harder to handle.

No machine that was ever made is as difficult to understand as a man is.

A man has to be lubricated by courtesy, cranked by enthusiasm, polished by friendship, and operated by goodwill.

Just as an automobile will run twice as far if it is well cared for, so a man will buy twice as much if he is well handled.

Just as a locomotive is what its engineer makes it, so a buyer is what the salesman makes him. He is either a profit or a nuisance.

Every living man is a marvel and a mystery.

He is body, breath and brain.

He is the most wonderful of all wonderful things; and if you have the honor to be a salesman, you should thank God for the privilege of studying and handling men.

There is nothing else more interesting and there can be nothing more profitable in the

world than the art of salesmanship.

There never was an advertisement that cost too much if it was worth it.

WHY DO PEOPLE TRADE WITH MAIL-ORDER HOUSES!

Why does the consumer send cash in advance to a mail-order house 100 or 1000 miles away when he could buy the same article many times on credit at the local store for the same or less money?

In a few words, here's the answer. The muscles from the brain to the eye are a great many times more powerful than the muscles

from the brain to the ear.

The mail-order house in many instances sold the consumer through the eye—the picture. The local retailer in a dirty, dingy, bum-looking store with a sour look on his face attempted to sell the consumer through the mouth. It cannot be done. Ninety sales are made through the eye where ten are made through the mouth or ear.

Most everyone nowadays discounts liberally that which they hear, but they believe that

which they see with their own eyes.

Prosperity is largely a state of mind. Good times are more epidemic than bad times. Therefore, if you wish to promote prosperity and optimism, talk and radiate those assets.

The true test of an advertisement is this: would it induce you to answer it?





HARTFORD DISTRIBUTORS

HARTFORD D

Albany Hdw. & Iron Co., Albany, N.Y.
Auto Supply Co., Dodge City, Kans.
Auto Supply Co., Scranton, Pa.
Belknap Hdw. & Mfg. Co., L'ville, Ky.
Beals-McCarty & Rogers, Buffalo, N.Y.
Burhans & Black, Inc., Syracuse, N. Y.
Bostwick-Braun Co., Toledo. Ohio
Blish-Mize-Silliman Hdwe. Co.,
Atchison, Kans.
Crump Co., B. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Delaware Elec. & Supply Co.,
Wilmington, Del.
Dils & Son Co., H. P.,

Delaware Eiec. & Supply Co.,
Wilmington, Del.
Wilmington, Del.
Dils & Son Co., H. P.,
Parkersburg, W. Va.
Downing Elec. Co., Des Moines, Ia.
Economy Auto Sup. Co., Newark, N. J.
Ferguson-Adist Co., Burlington, Vt.
General Auto Sup. Co., Amarillo, Tex.
Goodby-Rankin Co., Providence, R. I.
Griffith & Turner Co., Baltimore, Md.
Green & Swett Co., Boston, Mass.
Hibbard-Spencer-Bartlett & Co.,
Chicago, Ill.
Hoosier Tire Co., Indianapolis, Ind.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdwe. Co.,
Green Bay, Wis.

STRIBUTORS

Martin-Evans Co., Brooklyn, N. Y.

Motor Supply Co., Pittsburg, Pa.

May Hdwe. Co., Washington, D. C.

Myers, Harper, F., York, Pa.

Marshall-Wells Co., Duluth, Minn.;

Spokane, Wash.; Portland, Ore.

Morley Bros., Saginaw, Mich.

National Rubber Supply Co.,

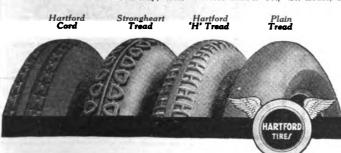
Denver, Colo.

Pneumatic Tire & Repair Co., Philadelphia, Pa.

Prusia Hdwe. Co., Fort Dodge, Ia. Rochester Auto Supply Co., Rochester, N. Y.

Rechester, N. Y.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Eshleman & Co.,
Suelflohn & Seefeld, Milwaukee, Wis.
Tracy-Wells Co., Columbus, Ohio.
Wilson Hdwe. Co., Beaumont, Texas.
Wilson & Pugh, Cumberland, Md.
Wortbington Co., Geo. Wilson & Pugh, Cumbo... Worthington Co., Geo., Cleveland, Ohio.

Weed & Co., J. D., Savannah, Ga. Wade & Dunton Motor Car Witte Hdwe. Co., St. Louis, Mo. Lewiston, Me.





E. W. Mills & Co., Ltd., of Wellington, New Zealand, who have long been subscribers to the HARDWARE WORLD send us reproduction of their

It is their policy to advertise one item or one product at a time and this is a recent auto accessory advertisement.

They believe it far better to use one line at a time in their advertising, rather than to cover too many subjects.

STOPS FORD ACCIDENTS

A new crank case release for Fords which is positively guaranteed to remove all danger of broken arms, etc., caused by back firing, is the invention of H. W. Dammann, 121 Bear building, Rock Island, Ill. This wonderfully simple and inexpensive device should be used by every Ford owner. It gives such universal satisfaction that Mr. Dammann is making a free trial offer to one Ford owner in each locality who will use it on his own car and show it to his friends. Hardware merchants should take advantage of this offer and write him today.

Every Ford Owner Will Buy BEAR CRANK RELEASE

They buy it because when they crank their cars they are "scared to death" that the crank will fly back and break their arm off. The Bear Orank Release absolutely eliminates all danger of injury from back firing. It never fails to release the crank handle.

FREE On Ten Days' Trial Pay Only When Satisfied



This is the offer we make to every Ford owner—it is the offer we make to every ford accessories.

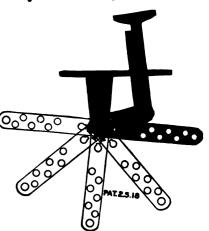
Don't send us a cent. Simply write us that you want to try it out at our risk, and we will send you one on ten days, free trial by prepaid parcel post. Put it on your own car for ten days, and if not convinced it is the most essential accessory of all, return it at our expense, and there is no charge. If you are satisfied, send us your check. Retail price \$5.00. The biggest money maker on the market for dealers. Send for one today, and write for special wholesale prices.

BEAR MFA. CO., 300 Bost Bid., Reck Island, Illmois

BEAR MFQ. CO., 300 Boar Bid., Rook loland, illinois

ONE PEDAL WHICH MEETS ALL REQUIREMENTS

Although the casual observer would have concluded a year ago that there were quite enough pedals on the market, pedals Mr. N. A. Petry of the N. A. Petry Company, Philade l p h i a, has more than proved the truth of the old adage that "there is always room for one more." And there though has been little



effort thus far to merchandise this pedal, Mr. Petry acknowledged in a recent interview that they are just commencing to get caught up on their orders. So despite the fact that the Petry Universal Pedal is a comparatively recent invention, thousands of them are already rendering remarkable service in all parts of

the United States.

The Petry Universal is adjustable to pull or push; for any one for which a pedal is required—Muffler Cut Outs, any style, kind or size; Accelerator; Exhaust Whistle on Horn and Meter Valve. According to those who have used it, it is the only pedal on the market which will meet all those requirements.

An added advantage is immediately recognized in its

installation. Because of its adjustable lever, the Petry Universal Pedal can be placed on the toe board, eliminating the necessity of disconnection when the foot board is removed for lubrication. Those who still use the pedals which must be placed on the foot board will immediately appreciate the tremendous saving of time and inconvenience this effects. The adjustable lever of the Petry Universal Pedal in many cases obviates the use of pulleys and invariably insures more dependable operation.

The manner in which the Petry Pedal has been received, and the remarkable degree of service which it is rendering is indeed gratifying to its makers and distributors who firmly believe that it is bound to achieve a popularity on a par with that of the Petry Cut-Out.

J. C. Roy has engaged in the hardware and implement business at Millsap, Texas.



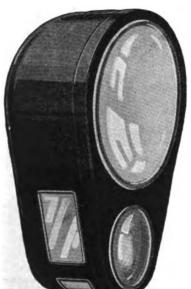


Makes Any Car Safe For Night Driving—When Backing Up

ING SAFETY TAIL LIGHT was developed as the result of a car backing over an embankment. Its use prevents any accidents caused by inability of the driver to see when he is going in the dark—WHEN HE IS BACKING UP.

It replaces any single or double contact tail light that is electrically controlled.

It gives the rear search light — controlled from a switch located to suit the driver's convenience—and the regulation tail light in one compact lamp—and side and bottom lights for license bracket.



The search light throws a clear, white light fifty feet back of the car—and the full width of the widest road.

The rear illumination when the search light is on is as safe a driving light as the light from the head lights.

Two bulbs—one for the search light and one for the regulation tail light are furnished—also a bracket to fit any car—and the switch.

Norman Cowan Co.

433 Rialto Bldg. San Francisco, Calif.

> Pacific Coast Representative

The lamp itself is made of cold rolled steel—strong—beautiful—durable.

Its use has already proved it as necessary to safety in the use of a car as head lights.

JOBBERS-A POPULAR SELLER FOR YOU

The King Safety Tail Light is sold by the biggest and best known jobbers in the country as their leading seller in lighting equipment.

Dealers everywhere are specifying King Safety Tail Light in quantities sufficient to insure profit for you from the day you start your men out with the King Safety Tail Light as one of your leaders.

Liberal discounts—intensive selling effort in your territory for you—generous support and the right kind of a product insure your profit.

Nearly fifty thousand King Safety Tail Lights have already been sold. Over 85% of these have been distributed through jobbers.

Avail yourself of this opportunity to get the full particulars on a line that is an assured money maker for you.

Norman Cowan Co., 438 Rialto Bldg., San Francisco, Calif. Will you please send me full details of your arrangement with jobbers for the King Safety Tail Light.												of				
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George A. Marshall has purchased an interest in the firm of Dedrick, Marty & Marshall at Brodhead, Wisconsin.

The Holt Hardware Co. recently moved to a new location at Mineral Wells, Texas, which will give them facilities for carrying an increased stock.

Louis Streich has sold his interest in Streich Bros. at Juneau, Wisconsin, to his brother Arthur Streich. The firm name, however, will remain the same.

The Edwards-Gilbert Co.'s stock at Yoakum, Texas, was recently destroyed by fire. They at once resumed business by purchasing the Cash Mercantile Co.'s stock.

A. W. Cavers has purchased the interest of his partner, D. Hannah, in the hardware firm of Caves & Hannah, and will continue the business under his own name, at Hannah, North Dakota.

Hill Walling has opened a hardware store at Orr, Oklahoma, and will carry a general line of hardware, sporting goods, auto accessories and farm implements.

The Knoop Hardware Co., New Carlisle, Ohio, has been capitalized to do a both wholesale and retail business in everything pertaining to hardware, housefurnishing, sporting goods, auto accessories, etc.

C. H. Pieper & Co., Malcolm, Nebraska, recently engaged in business. They are handling full and complete lines of everything pertaining to the hardware, house furnishing, implement and sporting goods line.

L. P. Urschell has bought the stock of Hisey & Brubaker, Rochester, Indiana, and combined it with his own. He is handling a general line of hardware, house furnishing, sporting goods, automobile accessories, etc., and reports a splendid outlook.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

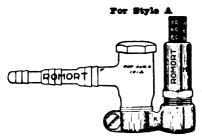
Style B



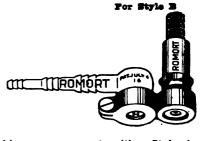
The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

A GARAGE NECESSITY



List Price, \$1.50 mm ROMORT



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Cantion-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,

ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY
1323 Michigan Ave.
OHIOAGO, U. S. A.



They Stand Behind Royal-

Royal choosers are loyal users

Folks who once work with this dependable cotton waste, are never after satisfied with undependable—unstandardized sorts.

Folks who know the convenience of getting uniform waste by a grade name realize the shortcomings and nuisances of the old "specification" way of ordering.

Folks who demand an accurate check on what they spend and what they get for it specify Royal, because the books show "more per" at the year's end.

Royal is guaranteed for uniform quality, 6 per cent "tare" (wrappings) and even weight.

The six white grades are—Baron, Count, Czar, Duke, Earl, Emperor. The six colored grades are—King, Marquis, Mikado, Prince, Rajah, Sultan.

Each grade is best for a special need of service and price.

Many have saved much by reading "Producing the Fittest in Waste." Ask your jobber or us for the Royal Sampling Catalogue.

You will find it well worth while to keep in touch with the notable Royal Magazine campaign.



ROYAL MANUFACTURING CO

General Sales Offices and Plant RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street St. Louis Office—Pontiac Bldg. Chicago Office—People's Gas Bldg. Pittsburgh Office—Oliver Bldg. San Francisco Office—Wells Fargo Bld.

Digitized by GOGIC

HARDWARE DEALERS SHOULD INVESTIGATE

Hardware dealers should investigate the possibilities of selling automobile tires and tubes. There are several important and interesting features in connection with the sale of same.

The most important is that the sizes are standard, and if a dealer orders the regular sizes, such as 30×3 , $30 \times 3\frac{1}{2}$, $32 \times 3\frac{1}{2}$, and 34×4 , he can always dispose of same. If the average dealer will go through his stock of merchandise, he will find many articles on hand which are unsaleable. But a stock of standard sizes of auto tires and tubes can always be sold. Many dealers turn their tire stock at least every 30 days, which is quite remarkable, and of course, very satisfactory.

The Gillette tires are made by the Chilled Rubber Process, which is a modern method. Tires made in this way, are very much in demand. The agency for your locality may not be allotted. Get in touch with the Gillette Rubber Company, 122 South Michigan Avenue, Chicago, and secure this most desirable account, without delay.

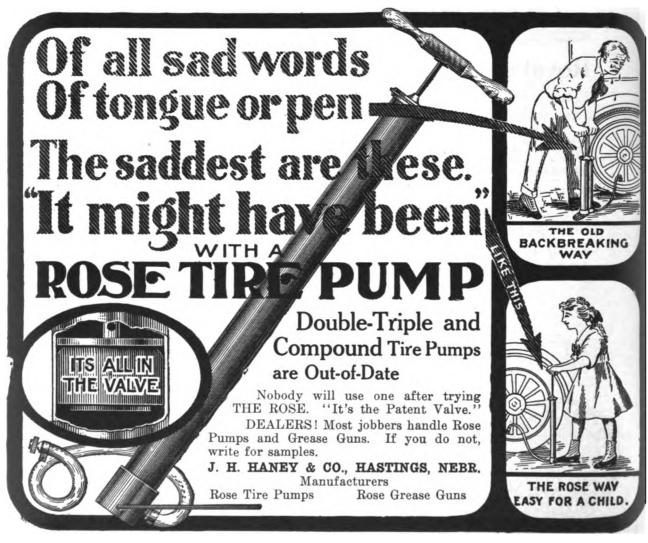
S. M. Davidson is the successor to the business of Davidson & Jackson, Stanwood, Iowa.

The Chesaning Hardware Co., Chesaning, Michigan, has succeeded the Zacharias Co. of that place.

The E. N. Thompson Co., Scranton, Arkansas, has taken over the stock of the Smith Trading Co. of the same place.

Cantrall & Wilever have purchased the Singleton Supply Co. stock at Fredonia, Kansas, and have consolidated it with their own.

The Wilder Hardware Co., Wilder, Idaho, successors to the Heath Hardware Co., are handling full lines of hardware, household goods, sporting goods, etc.



Big Prize Window Contest

Every Display Will Be Rewarded

PIONEER PAPER COMPANY offers Liberty Bond and War Savings Stamps for best displays of Pioneer Roofing.

First Prize......\$50.00 Liberty Bond Second Prize.....\$25.00 War Savings Stamps Third Prize......\$10.00 Thrift Stamps—and \$5.00 in Thrift Stamps for every window display

—and \$5.00 in Thrift Stamps for every window display that is kept in place for one week or more, between September 15th and November 1, 1918.

The above prizes are announced by the Pioneer Paper Company, of Los Angeles and San Francisco, for its big 1918 Window Display Contest. Of course, every hardware merchant or dealer must carry Pioneer Roofing in stock in order to enter, but the small town merchant has just as much chance at the first prize as the dealer in the big city.

The purpose of the contest is to stir up new interest in the use of roofing, not only for new buildings of every kind, but also for repair work and to develop original ideas for displaying Pioneer Roofing. Naturally, the principal purpose of the manufacturers is to increase the sales of their product, but this company has long been known for its liberality and methods

of helping the dealer.

The live dealer will quickly appreciate that here is an opportunity not only to win a prize but also to draw trade to his store by the novel and striking effects that can be arranged by the aid of his own and his clerks' ingenuity. A good window display has been known to sell hundreds of dollars' worth of roofing, as well as stimulating business in other lines.

Makes Fine Cannon

Probably the first thing that would be thought of by most window dressers will be the striking way in which rolls of roofing can be used in making war displays, such as trench scenes, forts, tanks, etc., using the rolls of roofing as cannon, also for building supports, etc. While many timely effects along this line can be created that will cause people to stop and pay attention to the window display, the fact should not be overlooked that, after all, the main purpose of the window should be to sell goods. So in making "War Windows" don't fail to use expressions like this: "Our Fall drive for your roofing order is now on"; "Go 'Over the Top' with Pioneer Roofing and never have to retreat," and others along this line.

The very fact that so many window dressers have a tendency to stick to war topics will permit considerable opportunity for others to specialize on more "homelike" sketches, bearing in mind that, with the approach of winter, property owners should have their roofs inspected to make sure they are water tight. Feature the making of immediate repairs.

Old buildings, winter scenes, the old rain barrel, etc., will naturally suggest themselves to the up-to-date window men, as will also the opportunity to impress upon the prospective builder of new homes, new flats, barns, sheds, etc., the fact that "Your Store" is "the place to depend upon for dependable roofing."

Make Your Windows Sell Roofing

The Pioneer Paper Company in announcing the contest say that they wish to place as few restrictions on the dealers as possible. They also feel that the dealer should be repaid for his efforts and any little extra expense that he may be put to in developing suitable displays.

Prizes for All Displays

They are, therefore, in addition to the main prizes, going to give \$5.00 worth of Thrift Stamps to every dealer who puts in a good window display of Pioneer Roofing and keeps it in for one week or more, between September 15th and November 1st.

The one question that every window man should ask himself is, "Will it sell roofing?" A pretty display may attract attention but fail to plant in the brains of onlookers the fact that you want their roofing business and that you are selling Pioneer Roofing. It will pay you to write to the "Contest Manager," care Pioneer Paper Company, 247 South Los Angeles St., Los Angeles, Cal., and ask for window signs. When writing be sure to state the size of your window.

Rules of the Contest

Every window display must remain in at least one week.

The name "PIONEER ROOFING" must be prominently displayed in the window in such a way and with such additional wording as will tend to create confidence in the product.

Send a kodak pictures of your window display and a short description of the materials and methods used in putting it in. Any size kodak picture will do, but be sure to send a good clear print and one that is not too dark.

The pictures should be addressed as follows: "Roofing Contest Editor, care HARDWARE

World," to office nearest you.

They must be mailed not later than November 15th. The contest lasts from September 15th to November 1st. By sending a picture of each, there is no limit to the number of displays that may be made, but not more than one of the main prizes will be given to one store.

For instance, if a store had two good displays—each being in the window for a week or more—and one of them won first prize—they would get a \$50 Liberty Bond and \$5 worth of Thrift Stamps. In case neither display won a prize they would get \$10 worth of Thrift Stamps being \$5 worth for each window.

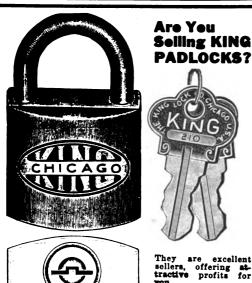
In order that there may be no partiality,

In order that there may be no partiality, HARDWARE WORLD has been asked to appoint three disinterested persons as judges to select the prize winners. Their names will be announced later.

Please note that all entries must be in by November 1st. Prizes will be awarded as soon thereafter as possible.

Some people think that when they buy a LIVE MISSOURI MERCHANTS ADVERTISE new car, all they have to do is to fill up the gas tank, give the grease cups a turn, step on her and they're off on one continuous joyride through life.





excellent sellers, offering attractive profits for

Exceptionally attractive and strongly built, being made from solid bronse casting bored out to receive mechanism.

17 to 81 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOCK works under the most rigid tests. If you want to add a padlock to your line which needs no apology but which will sell readily and net you a mice profit, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY - 319 West Obio Street, Chicago

From time to time we have mentioned the enterprise of the Aid Hardware Co., West Plains, Mo., and their methods of advertising.

West Plains isn't a large town, but the Aid Hardware Co. is an institution that would do credit to a town many times the size.

A form of advertising they are using is the "Aid Hardware Co.'s column" in their local They use current items of news, and recently called attention to the fact that Sears Roebuck Co. are in trouble, having acknowledge to the government, that they deceived the public when they advertised to sell "sugar cheaper than a home merchant because they sold so much of it."

They say that Sears-Roebuck Co. have been held guilty of unfair methods, and the Federal Trade Commission, has issued an order to the company to cease their methods.

Other merchants could follow the same plan to advantage.

The Motor Mica Products Co., 566 West Washington St., Chicago, Ill., desire to call the attention of automobile owners and accessory dealers to their Motor Micaline of products, including tire powder, cup grease and lubricants.



They claim that their Motor Mica cup grease is made from purest selected fats and highest grade mineral oils and are properly compounded by their process, which gives most excellent results.

Their products are sold quite generally throughout the country, and they will be glad to give full infor-mation and send other data to any of our readers upon request.

O. H. Tetzlaff Hardware Store at Blythe, Cal., have been increasing their stock, and report business good. They view the outlook most optimistically.

MOUND



TOOLS

FOR THE AUTOMOBILE



STANDARD FOR 20 YEARS Bearing Scrapers Carbon Scrapers Chisel Sets

Send for Catalog

Prv Bars Cotter Pin Extractors Mound Tool Rolls Offset Screw Drivers

Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Important Announcement

Window Display Contest

September 15th to November 1st, 1918

for dealers handling



\$50.00 Liberty Bond Prize
\$25.00 War Savings Stamps 2nd Prize
\$10.00 Thrift Stamps 3rd Prize

—and \$5.00 in Thrift Stamps for every window display that is kept in place for one week or more between September 15th and November 1st, 1918.

Read details carefully

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VERY dealer, no matter where located, can enter this contest—and whether your store is in a small town or a big city, your opportunity of winning a prize is not remote, but a practical "cinch."

Now is the time to go after the Fall roofing business. Now is the time to let every prospect know that you handle the Pioneer line of ready roofing. There's going to be a lot of demand for roofing to use on repairs even though new construction is curtailed. Pioneer Roofing affords the dealer a good profit, is easy to sell and never fails to satisfy the customer.

Now that galvanized iron is so much needed in war work—advise the use of Pioneer Roofing instead of iron roofs and thus help win the war.

You can stir up interest with a good live window display, and in addition to the business it will influence, you may get one of the main prizes. But, if you don't get first, second or third prize—you will get \$5.00 worth of Thrift Stamps. (See rules.)

A Pointer or Two

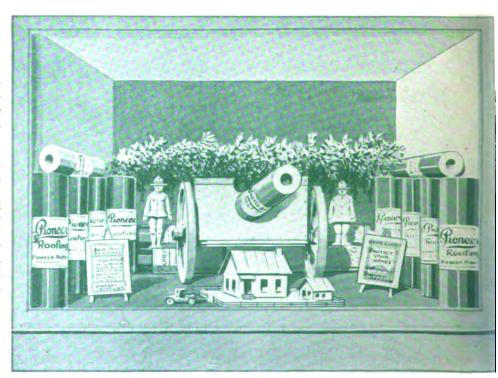
Make your window displays as simple as possible. That is, don't make the theme of your window so complicated that the passer-by finds it hard to figure it out. Generally speaking, the window that makes the biggest "hit" is the one with a single idea—a central theme or "big Betsy" that hits you right between the eyes and compels your attention. You can then have as many "side shows" or other features as you like —(provided, of course, that the entire window is devoted to Pioneer Roofing.)

Don't forget that the passer-by is not interested in your window unless it has something of value in it for HIM. Remember that you are not dressing the window to suit yourself or to please your wife or even the boss—but to attract attention of possible customers and sell roofing.

Plan your window before you start. Have your signs and other matter all ready so as not to lose valuable window space by having a partially dressed window while waiting for signs or other material.

Action in a window is always a good thing. If you have a motor that can be used with a manikin or in some other way that your ingenuity can devise, the very important feature of something moving in the window will attract attention.

Just a rough suggestion for a "war" win-"Gun" carriage can be made with an old pair of wagon wheels that can usually be borrowed for the occasion, or take the wheels off a hand cart. Protecting "screen" is cut out of a sheet of card board. "Cannon" are, of course, rolls of Pioneer Roofing. The "soldiers" can easily be dressed up, using large dolls.



The above window displays are intended as suggestions—not as models for you to go by. Be original and work up your own ideas.



Some Things to Remember About Pioneer Roofing

There are so many talking points that can be used about Pioneer Roofing, it is difficult to boil them all down to a few words. As your window cards must be brief and to the point, the following facts will help you.

Without any question-Pioneer Roofing offers the biggest value in roofing on the market today.

Thirty years of continued and continuous success prove the reliability of Pioneer Roofing.

Thousands and thousands of homes, office buildings, garages, hotels, factories, barns, warehouses, railroad depots, silos, chicken houses, tanks, reservoirs—and buildings of every size, nature and description are covered with Pioneer Roofing and attest its worth.

Starting in 1888 with a small factory employing only a few men and selling its product just in its immediate neighborhood, the Pioneer factory has grown to enormous proportions—occupying many acres and shipping PIONEER Roofing not only to Pacific Coast points, but all over the West and to many foreign countries.

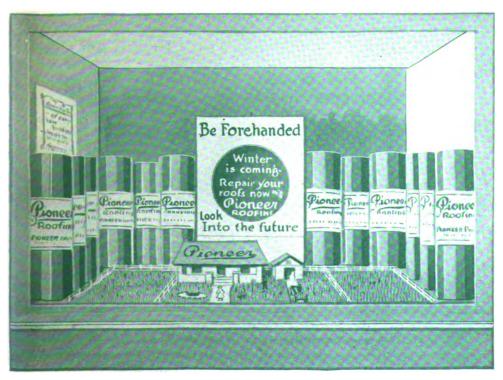
Pioneer Roofing was awarded gold medals at the Panama Pacific International Exposition and at the Panama California Exposition.

Pioneer Roofing is not a cheap roofing, but a GOOD roofing that costs less in the long run.

Pioneer Roofing looks better, lasts longer and costs least.

Every roll of Pioneer Roofing is guaranteed to give satisfaction.

Although made in a variety of weights and finishes, there is only one grade of Pioneer Roofing—and that is the best.



Suggestion for a "home" window. The fields of grain or lawn should be planted a week or two before putting in the window, using shallow boxes with a bottom of oil cloth or roofing to prevent leaking into window. Use plenty of fertilizer and water frequently to keep green. The house or houses can be quickly put together or borrow a child's doll house from a toy store. The display card "Be Forehanded" should have a large hole cut in center, with "winter is coming, etc." on a card in the background.

Originality and selling value are what will undoubtedly influence the awarding of prizes, rather than the elaborateness of display.



Rules of the Contest

Every window display must remain in at least one week.

The name "PIONEER ROOFING" must be prominently displayed in the window in such a way and with such additional wording as will tend to create confidence in the product.

Send a kodak picture of your window display and a short description of the materials and methods used in putting it in. Any size kodak picture will do, but be sure to send a good clear print and one that is not too dark.

The pictures should be addressed as follows:

"Roofing Contest Editor, Care 'Hardware World,' Phelan Building, San Francisco, Calif."

And must be mailed not later than November 1st. The contest lasts from September 15th to November 1st, and each dealer may make as many displays as he desires during that time, sending a picture of each. There is no limit to the number of displays that may be made, but not more than one of the main prizes will be given to one store. For instance, if a store

had two good displays—each being in the window for a week or more—and one of them won first prize—they would get a \$50.00 Liberty Bond and \$5.00 worth of Thrift Stamps. In case neither display won a prize they would get \$10.00 worth of Thrift Stamps, being \$5.00 worth for each window. In order that there may be no partiality, "Hardware World" has been asked to appoint three disinterested persons as judges to select the prize winners. Their names will be announced later.

Please note that all entries must be in by November 1st.

Prizes will be awarded as soon thereafter as possible.

If you wish window signs, samples of roofing and more details, write us—Addressing your letter to "Contest Manager"



PIONEER PAPER COMPANY

Established 1888

Manufacturers of Roofing and Building Papers

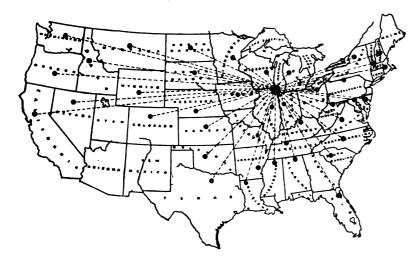
247-251 South Los Angeles Street LOS ANGELES, CALIF.

San Francisco Offices, Hearst Building

"The Dealers' Friend"

A Response Nationwide Has Greeted The Uniform Tire

Get Control of the Sales in Your Locality



ISTRIBUTORS, dealers and motorists furnished the 25,349 answers on which the case of Miller Uniform Tires is conclusively proved. Hardware men furnished approximately 10 per cent of these answers. "From your own side of the counter" comes the endorsement of the Miller proposition to aggressive men who want to build a thriving tire business that they can control.

These vital facts and figures were procured in a nationwide survey of the experiences of tire dealers in nearly every state—

not only dealers handling Miller Tires, but also men who sell the rival makes.

These records show the sensational popularity of Miller Uniform Tires—and the reasons. They reveal the numerous advantages to the dealer who is granted this exclusive agency.

Motorists who want Uniform Tires cannot distribute their trade among cut-price dealers—the Miller dealer gets it because he is the only man in his locality to whom we supply these tires.

Miller Tires—Geared-to-the-Road—are Uniform Tires built to a championship standard. For we discovered that to build tires uniform the handwork must be uniform.



Miller dealers form a crack organization. They are mostly men alive to the new day changes in the tire business and the auto-motive industry. They are men who are making steady gains by selling Miller Uniform Tires.

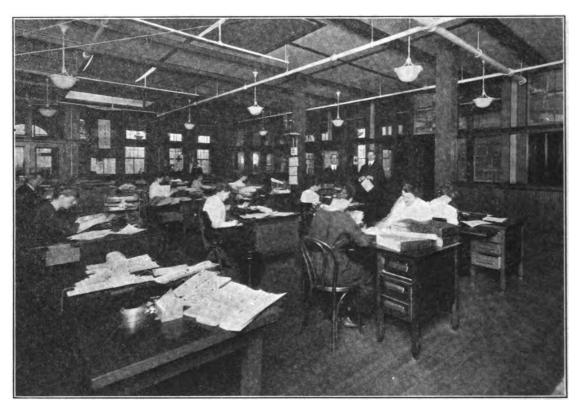
Hardware dealers will be interested in the Miller plan. Write us for it at once.

The Miller Rubber Company

Dept. A-47, Akron, Ohio

Makers of Red and Gray Inner Tubes the Team-Mates of Uniform Tires





A Corner of the Handsome Offices of the Boston Varnish Company, the Executive Departments Are Shown in the Background. A Photo of Their Advertising Department Is Shown on Another Page.

NEW KYANIZE OFFICES

The representative of HARDWARE WORLD called at the Boston Varnish Company in Everett, Mass., the other day and if any further proof of the quality of Kayanize was necessary, he would have found it in the beautiful new offices of this concern.

Upon entering the door, the well lighted, bright, busy interior was a fitting tribute to the products of this company. The main office which is the first to greet you shows how Kyanize Varnishes and Enamels can be used to advantage in mercantile establishments. The walls are finished with Kyanize Enamel of a soft, ivory tint, while the ceiling is covered with Kyanize High Gloss White Enamel making an excellent reflecting surface for the indirect lighting system.

In order to make this more prominent the walls and woodwork are finished with Kyanize Semi-Gloss Varnish which because of its softness tends to make a most pleasing contrast.

A walk through this office brings you to the advertising office in the rear which has the same scheme or decoration. As you pass between the two, the private offices are passed and all give that air of business that hovers about the whole plant.

Everywhere you notice the most modern equipment. The advertising office especially

contains this, where all kinds of time saving devices are employed. It certainly would do your heart good to go through this new building and incidentally it would serve to give you an excellent idea of the pleasing effects possible with Kyanize Varnish and Enamels.

GOOD LINES FOR MERCHANTS

The sales of high grade Express Wagons, Coaster Cars and other child's vehicles are almost exclusively in the hands of the hardware trade.

It is almost impossible to find a department or general store carrying a full line of high grade wheel goods. The public are educated to look for the substantial cars to the hardware dealer. This is a known fact; consequently care is taken to keep all wheel goods up to the standard of reliability.

While the hardware dealer has a line of different sizes and prices in Express Cars, Coaster Cars, etc., nothing in a child's car has been presented to him in construction, finish, design and mechanical features that would warrant him putting it in stock, until the "Uajustit" Four-In-One came on the market. Since that time the hardware trade has recognized the utility and serviceability of the Four-In-One car and they are buying it liberally all over the country—recognizing that it is a logical car to buy, as one car represented four different sizes.

The Four In One is a high grade car, (in compe-

The Four In One is a high grade car, (in competition in price only) with the other grades. It fits in with the reliable and classy wheel goods that the hardware dealers carry.

For the first time they are able to present to the customer a high grade car for the kiddies—thus completing their line of child cars.



ATTENTION—MR. JOBBER!

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history. 4.5.00

Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

OIL AND GREASE GUN

Other Protex Products

Tire Removers Tire Gauges Tire Holders Fire Extinguishers Oil and Grease Guns Triple Socket Wrenches

Connecting Rod Wrenches Double End Spark Plug Wrenches Piston Ring Compressors Breather and Oil Fillers Tire Pumps Combination Wrenches

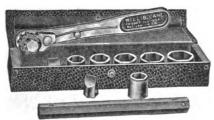
Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co. 13-15-17 N. Jefferson Street Chicago, Illinois



Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type

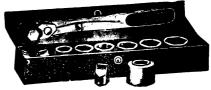


Ford Set

No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Ford Set Contains:

1 handle 7 in. in length.
2 Screw-driver bits.
1 Extension bar 7 in. in length.
Six sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.



Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

Handle 7 in. in length.
 Screw-driver bits.
 Sockets to fit semi-finished hexagon nuts as follows:
 U. S. Standard Nuts from ¼ to ¼ in.
 A. L. A. M. Standard from 5-16 in. to 11-16 in.
 Cap screw heads from 5-16 to % in.

... only by

180 NORTH DEARBORN STREET

CHICAGO, U. S. A.



Hitch Your Store to the "Wilson" Brand-

and Watch Your Knit Goods Business Grow!

The safe, sure way to establish your Knit Goods Department on a permanently successful basis is to put in a nationally advertised, trade-marked brand like the WILSON line instead of the "private brands" and "trailers."

This gives you the benefit of five tremendously important sales factors:

First—The selling-power of the big Wilson National advertising campaign takes hold of your Knit Goods Department and carries it successward.

Second—The prestige of the Wilson name and brand becomes a business asset for you. It assures extra quality and added value to your customers.

Third—It enables you to do a standardized business and get the "repeat" business.

Fourth-It backs your Knit Goods Department with the Wilson Guarantee of Satisfaction or money back.

Fifth-You get the most comprehensive line of Knit Goods in the world-with the vast resources of our parent concern, Wilson & Co., the packers, behind our entire proposition.

Write us today for catalog, price list and dealer's proposition.



701-703 N. Sangamon St., Chicago

No. 2 of a Series

NEW NAME FOR R-W OVERHEAD CARRIERS

The Richards-Wilcox Manufacturing Company announces a new trade name "OveR-Way." The new name is to be applied to the well known R-W Overhead Carrying Systems, thousands of which are in use in America and abroad.



is intended to identify to the user the geunine R-W system and to render easy for him its purchase by means of a distinctive name. Brass name plates 8% x 3" bearing the above design will hereafter mark each "OveR-Way" system furnished by the R-W Company; whether a small system appropriate for the requirements of a small shop or garage, or more pre-tentious systems ranging up to the complicated instal-lation of overhead tracks, curves, switches, carriers, hoists, turn tables and other apparatus required in a big plant for handling loads as heavy as four tons.

The Central Hardware Co. had the misfortune to suffer the loss of \$3500 in a recent fire in Los Angeles.

Edward H. Barry, Jr., has purchased an interest in the Gonzales Hardware & Grocery Co., conzales, Cal., with whom he has been identified.

H. Kalinowski has purchased the hardware stock of the Empire Hardware Co., Moscow, Idaho, and will continue the business under the same name. Mr. Bearsley, the former owner, will look after his grain business.

The Wood Davis Hardware Co, Santa Fe, New Mexico, have recently been improving their store appearance, putting in a new front and adding improvements which will give them facilities for carrying an increased stock.

The Kerman Hardware Co., Kerman, Cal., report that they are doing a very good business, and have a splendid outlook, the only difficulty being in securing the necessary goods in order to take care of their increasing trade promptly.

I am an ardent reader of the HARDWARE WORLD, and have been for some years. It is very helpful and valuable to me. FRED MULLER.

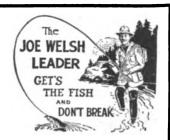
Texas.

The "Proof of the Pudding" is in the Pudding'' is in the Eating — Here's An-other Angler That Knows a Good Thing.

H. Crawford, Duluth, Minn., writes: "I used one of your Leaders all of last season and it is the finest and best Leader I ever used in my 80 years' of fishing experience.'

Try One Yourself-It'll Prove True.

Good dealers everywhere sell them.



JOE WELSH PASADENA - - CALIFORNIA

Sole Agent U.S. and Canada



Help Arm the Home Army

A S GREAT as the need for arms "over there" is the need for garden tools at home. What the Government is doing for the soldiers you must do for the gardeners. Help them to make their gardens feed more mouths. You serve your nation, your customers and yourself by selling

DULL-EASL

Adjustable Garden Tools

They exactly fit the requirements of the great host of inexperienced gardeners. They need no other tool from planting to harvest. They rake, cultivate and weed—are adjustable to wide and narrow rows and will work two rows at the same time. Light, strong, durable—easy to operate.

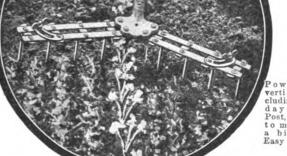
While ordering your steel goods, include Pull-Easy Tools. Order from your jobber.



The Pull-Easy Mfg. Co.

381 Barstow Street Waukesha, Wis.





Powerful advertising, including Saturday Evening Post, is going to make this a big Pull-Easy year.

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CUSTOMERS APPRECIATE "Fibrotta" Palls

They have a hard, glass-like, mahogany colored surface. Are much more durable than galvanized or wooden pails. More sanitary. Easier to clean. Do not rust, swell, warp, crack or dent out of shape. 'Fibrotts' spit-toons, wash tubs and re-frigerator tubs. also. frigerator tubs, also.
Write for "Fibrotta"
Catalog; also for "XXth
Century" Cooler Catalog.

Cordley & Hayes Cooler Headquarters 40 Leonard St., New York City

Makes the Sale

when maximum power and accuracy with minimum effort are required for work on light sheet metal, steel, galvanized iron, copper, brass, etc., for furnace piping, harness, paper, fabrics and auto repair work.

SAMSON PUNCH

equipped with 8/16" punch and die, unless otherwise specified. Takes seven inspecified. Takes seven in-terchangeable die sizes in-from 1/16" to '4" in di-ameter—in same tool head. Drop forged steel, simple in design, nickel plated.

MACHINE APPLIANCE CORPORATION BROOKLYN, NEW YORK 351 Jay Street

Sedgwick Hand-Power Dumbwalters

Manufactured by Specialists and Guaranteed Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

153 WEST 15TH STREET

Write for Proposition Discounts, Etc.

NEW YORK

OHLEN SAWS

COLUMBUS, OHIO

Standard for Sixty-five Years

WAR SERVICE COMMITTEE

- 1. At the request of the National Chamber of Commerce of the United States the chain manufacturers, representing the entire industry in its varied lines, met in Washington July 19th and organized a Chain Manufacturers' Association for war service to act in conjunction with the chief of the chain section of the War Industries Board.
- 2. The industry was divided into three groups viz: The Welded, Sprocket and Transmission, Hardware and Miscellaneous. Each group electing a committee of three, and the chairman of each of these committees to constitute a war service committee who will represent the entire industry in its relations with the War Industries Board.
- 3. At a meeting of this committee held in Washington July 30th, with the chief of the chain section, John S. Schmidt, Mr. Shaw, of the Conservation Commission; Judge Parker, of the Priorities Commission, and Mr. Williams of the Fuel Commission, the inevitable shortage of steel, fuel and labor was brought to their attention and that only by the fullest co-operation of all manufacturers, distributors and consumers in the conservation of all manufactured articles, could we hope to meet the demands for war purposes and
- essential needs.

 4. It is, therefore, suggested by the war service committee that all jobbers, dealers and distributors of trace chains, halter chains, cow ties, tie cuts. sprocket and conveyor and miscellaneous chains make an effort to reduce their stocks to a minimum both as to sizes, styles and quantity as will meet the essential needs of territory which they serve.
- 5. It is also desired that the ultimate consumer give more than ordinary thought to the preservation of chains and wherever possible to make such repairs as will prolong the life of all chains, fuel and labor and co-operating with the War Industries Board in their effort to supply material for war essentials and civilian needs.
- 6. No saving is so small as to be immaterial. It is only by the personal effort of each one that the maximum of conservation can be attained and it is the patriotic duty of all to co-operate to this end.

WAR SERVICE COMMITTEE. C. M. Power, Chairman. Staunton B. Peck. A. B. Nay.

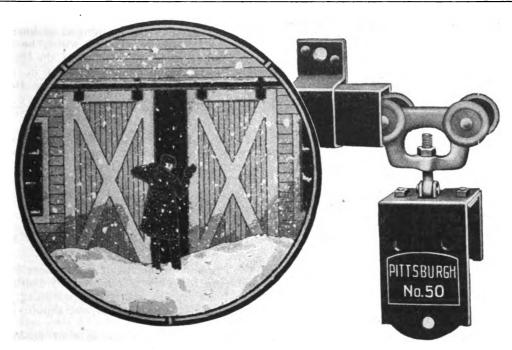
- F. E. Usher is successor to Usher & Chambers at Elwood, Nebraska.
- E. E. Lincoln is successor to Lincoln & Ware at McCool Junction, Nebraska.
- H. W. Hutton is successor to the H. W. Hutton Hardware Co., Braman, Oklahoma.
- L. A. Pearson has disposed of his interest in the Spooner Hardware Co., Hollis, Oklahoma, to J. E. Walker.

The Van Dervoort Hardware Co., Lansing, Mich., have taken over the stock of the late Henry T. J. Howell.

Totten & Deacon have taken over the stock of the R. Fleming Co., Harrisonville, Missouri, and are adding to it.

Roland Wray, formerly of the firm of Wray Bros., has purchased an interest in the Sayler Hardware Co.. Pickering, Missouri. The firm will hereafter be known as the Wray Hardware Co.





The PITTSBURGH Door Hanger Slides Easily at Zero

Here is a strong wrought steel door hanger that slides easily even in winter with the mercury at zero, when less efficient hangers freeze up and refuse to budge.

It quite frequently happens that the vapor arising from cattle in winter lodges in the door track or rail, where it soon freezes, thus greatly interfering with the easy operation of the doors. But farmers and dairymen, particularly those of the great cattle raising sections of the country, have found that the sturdy steel wheels of the PITTSBURGH Door Hanger will cut right through this coating of ice, while hangers having flat-surface wheels are sure to stick fast.

Barn and stable doors hung with the PITTSBURGH Door Hanger and Track cannot be torn down by the angry blasts of winter, nor in the summer months is there any danger of birds' nests clogging the covered trolley track.

This hanger is easy to install and can always be depended upon to give your customers a lifetime of satisfaction. We have prepared a little folder illustrating and describing the PITTS-BURGH, which is yours for the asking.

McKINNEY MANUFACTURING COMPANY PITTSBURGH, PENNA.

For 50 years makers of dependable wrought steel builders' hardware

A LIGHT EVERY MOTORIST NEEDS

Attention is called to the announcement of the King Bull Mfg. Co. in featuring their safety tail light.

This is something every motorist needs, as it is necessary for his own and the safety of others.

It needs only to be displayed to make sales. It is a search light controlled from a switch located at the driver's convenience, and the



regulation tail light all in one compact lamp. Merchants not only need it for their own car, but it will prove one of the best and most profitable selling accessories.

PASSING OF PIONEER HARDWARE MERCHANT

Charles Brown, one of the pioneer hardware merchants of the West and founder of the hardware firm of Chas. Brown & Sons, of San Francisco, passed away at his home in San Mateo a few days ago, at the age of 84 years. He had been actively engaged in business for 62 years and the firm of which he was the founder is recognized as one of the largest and most enterprising and progressive in the West.

He is survived by his three sons, Benjamin, Irving and Max M. Brown, who have been associated with him in business. One daughter

also survives him.

His passing will be heard of with regret by everyone who had the pleasure of knowing and dealing with this institution.

He was a man of high moral character and has left to his family a heritage of a splendid name and life.

YOUR OPPORTUNITY TO SECURE A SALES WINDOW PRIZE

The announcement of the Pioneer Paper Co. offering to every merchant who displays their products a prize with the opportunity of securing one of the larger prizes, should be taken advantage of.

The season for the sale of roofing is at hand, and aside from increasing the merchant's sales in this line, they will be rewarded in cash for their efforts to make such a sales display.

KEEP THE HOME FIRES HOT

I'm a soldier. The uniform of my branch of the service is the dress of a private citizen and I honor and respect that uniform just the same a the soldier respects the khaki and the sailor the navy blue.

An alarm clock sounds my reveille and I don't grumble because I get only one lump of sugar in my coffee or have to start a soft coal fire. In comparison with the lot of our boys over there it would be a mere nothing if I got no sugar at all or had to burn the furniture.

No exploding bombs or shells have disturbed my night's rest and I am not going to lose an arm or leg or my precious life. I have not left my job, my home, friends and dear ones, possibly never to return. Nevertheless the duties of my branch of the service are just as necessary as those of the front line trench and I am not going to be a slacker, even if I am my own commanding officer. manding officer.

There are over a million of my own countrymen in Europe fighting for my liberty. There will be two million there by Christmas and three million by spring, and it is the duty of my department to supply the ships, food, munitions, clothing, etc., without which those men cannot fight.

You can't run a church, prize fight or war without money, so I am loaning my country every cent I can save, getting in return Liberty Bonds and War Savings Stamps that pay a good interest and are the surest investment in the world.

But I am not satisfied to march through this war to the tune of a cash register. I am following the instructions of Mr. Hoover to the letter because we must do it to feed our armies and help feed our allies.

I am burning as little coal as possible, so that our munition plants will have plenty.

I am buying as little of everything as I can to save labor and money to invest in War Savings Stamps and Liberty Bonds.

I am working overtime when my employer asks me to because labor is one of the vital neces-

sities, also realizing the boys over there work day and night, no matter how tired and weary.

I am pointing out the duties of our branch of the service to my fellow workmen and am encouraging them through constant effort to win a cross of honor in their own conscience, which is

worth more than all the hardware any monarch could pin on a uniform.

Since becoming a soldier I am a better man, more worthy citizen and have saved money.

ENLIST WITH ME IN THIS BRANCH OF THE SERVICE RIGHT NOW.

Overalls, jumper or any old suit is our uniform.

The sooner you get into the ranks the sooner the boys will be coming home.

GET IN NOW AND BRING OTHERS WITH YOU.

CHICAGO FLEXIBLE SHAFT COMPANY, Chicago, Illinois.

W. A. McSparron has assumed the management of the Wootan Hardware Co., Bisbee, Arizona.

William & Bisbee, Heppner, Oregon, recently suffered a loss by fire, estimated between \$25,000 and \$30,000.

The San Jacinto Hardware Co., San Jacinto, Cal., have started in to build their store, which has recently been destroyed.

Baker & Crosby, Eureka, Cal., who recently succeeded W. S. Clark & Sons, report a splendid outlook and increasing business.

Crookham Bros., Atwater, Cal., have recently moved into their new business quarters, which will give them the facilities for taking care of the business, which has been growing constantly.

BRANCH WAREHOUSE AT FRESNO

Baker, Hamilton & Pacific Co. advise us that they have leased a warehouse at Fresno for the purpose of storing staple commodities on which freight is excessive, and are now shipping in car load lots to that point, wire products, pipe, steel bars, flat galvanized sheets and corrugated galvanized roofing.

They will aim to keep a complete stock of these commodities and as necessity requires will add to their stock to serve their trade in the San Joaquin Valley to the best advantage. In a recent fire at Grangeville, Idaho, the hardware and implement establishment of the Eimers Hardware Co., suffered a slight loss.

"ANSONIA" NAIL CLIP 15 CENTS

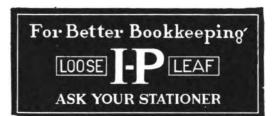


Made by the makers of the "Gem"
Nail Clipper.
Twelve in a box or
12 on a display
card. Fast tencent sales.
Big Profit

H. C. COOK CO. - ANSONIA, CONNECTICUT

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sisse made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street BOSTON - MASS.





When a Man Asks Your Advice

John Jones drops into the store and says: "Say, Jim, there's a nasty leak in the roof. How'll I fix it?"

Recommend Noahs Pitch by all means. There's no other roofing repair compound you can recommend so safely. Fixes every leak in every kind of roof.

APLASTIC PICA

Noahs Pitch is a fibrous compound that adheres to any substance. It comes in big-mouthed cans ready for use. Easily applied by a table-knife or trowel.

If you don't know enough about Noah's Pitch to recommend it, try it yourself. We will send you a generous sample. Use it around the house, the store, the shed. Try it on roofs, foundation walls, tanks, anything that leaks. Give it the hardest tests you can devise. Guide yourself by the tests, and you'll stock Noah's Pitch!

WRITE FOR THAT SAMPLE

THE PHILIP CAREY CO. 232 Wayne Ave., Lockland, Cincinnati, O.

MASON'S

"Our Standard"

A Perfect Paint-for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U.S.A.

MAKERS

Paints, Coiors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

SPEEDING UP FACILITIES FOR WAR WORK

A number of the tool manufacturers are devoting a considerable portion of their facilities to the manufacture of tools needed by the United States Government to help win the war.

Prominent among them is the Smith & Hemenway Co. Inc., whose plant at Irvington, N. J., is very largely given over to the making of tools for Uncle Sam. The "Red Devil" tools have proven so satisfactory to the Government that Smith & Hemenway Co. Inc., have been obliged to put up a new building which is now being completed. New machinery of the latest design is being installed, and the result will be an

increased output and a saving of time in producing

Late last year the factory in Hill, N. H., added new building, which has increased the facilities for producing "Red Devil" Glass Cutters at that factory.

Fred R. Burdette, Chewelah, Wash., has succeeded Grove & Grove.

C. H. Voegtly, a hardware merchant of Burns. Oregon, reports a very satisfactory season.

French & Ormond, Cove, Ore., are engaging in the implement business, and will also handle hardware. stoves and house furnishings, etc.



MoNTAUK PAINT Mro. Cai

169-173 Second Ave., BROOKLYN...NEW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal.



Retails for \$1.00

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

268-I. W. Heliman Bidg., Los Angeles, Cal. (Factory: San Francisco)





A Section of the Advertising Department in the Well Appointed Offices of the Boston Varnish Company.

Y. Onstott recently engaged in business at Lone Wolf, Oklahoma.

The Blue Jacket Supply Co. handle hardware, implements, house furnishing, and similar lines, and are engaged in business at Blue Jacket, Oklahoma.

George Lindstrom, 1425 Franklin Ave., Astoria, egon. has sold his store to Hans Lovvold. Mr. Lov-Oregon, has sold his store to Hans Lovvold. Mr. Lovvold handles a general line of merchandise, hardware, marine hardware, boat supplies, household goods,

Articles of incorporation of the Mine Supply & Hardware Co., were recently filed with principal place of business at Gila, Arizona.
O. H. Sellers, F. A. Woodward, B. O. Thralls, W.

A. Sullivan, Sam Clark are the incorporators.

Kruse & Kennen have recently purchased the stock of Gretman & Kruse at St. Lucas, Ia.

E. E. Hanson & Co., who succeeded to the business of J. D. Brunson at Callender, Ia., report a splendid outlook.

The Hoch Hardware Store recently purchased the stock of H. F. White, at Brighton, Ia., and they are preparing to increase their stock.

Oursler & Rouse Hardware Co., of Leavenworth, Kansas, have purchased the Peter F. Bubb stock, and are now handling everything pertaining to hardware, house furnishing, accessory goods, sporting goods, implements, vehicles, etc. They are doing an excellent business.



PIGMENT Cal-Pa-Co Pure White Lead. 66 2/3% Cal-Pa-Co Pure Zinc Oxide. 33 1/3%

KELLY, THORSEN & CO. Portland

JORRERS STAYMER & DALY Salt Lake City AGENCY NOW

Everything reliable in Paint

California Paint Company

Manufacturers since 1865 Oakland, California, U. S. A.

> HAMMOND LUMBER CO. Los Angeles

ew Goods and Specialties

POPULAR SELLING CAR

The attractive announcement of the Adjustable Sales Corporation of 1040 Jay St., Rochester, New York, should not be overlooked in this issue, for it has many features to commend it to merchants. One of the principal points of this car is that it can be adjusted to four sizes, so that a dealer never runs out of sizes.

Its four adjustments enable it to be made to a height of 91/2, 11, 121/2, 131/4 inches. It can be ad-

justed in a few seconds without tools.

It is finished with the highest grade of two coat and auto enamel, yellow body and red wheels, which makes it an especially attractive and pleasing car to children.

It is so constructed that it will hold up a weight of 250 pounds, and it is claimed to be the strongest child's car made. It has metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage.

The Adjustable Sales Corporation tell us they have the endorsement of the hardware trade from the Atlantic to the Pacific. The car is in the hands of all the leading hardware jobbers and dealers throughout the country and is proving a popular seller.

It is sure to prove a popular holiday article and

is an every-day seller as well.

It comes crated in boxes of 2 dozen cars knocked down, size of crate being only 30 inches wide, 19% inches high and 32% inches long weight 194 pounds.

The Adjustable Sales Corporation will be glad to give full information to any of our readers upon request.

RESULTS OF USE OF IMPROVED UTENSILS

Here is one for your women customers coming from United Royalties Corp., manufacturers of Ladd All-Steel Kitchen Beaters, at 1133 Broadway, New York. They have long warranted that use of their Beaters would reduce number of eggs required in cooking, based upon general cook books. A saving of one egg in 3, is a considerable item these high cost days. They were surprised, however, to receive a call recently from the head demonstrator of the Jello Co. who said she never used any other Beater and gave as one reason, the fact that in whipping their product with the old-fashioned Beaters, 1 pint made 2 pints, while with the Ladd, 1 pint always made 3 pints and sometimes more, thus saving 50 per cent.

Makers of the Ladd Beaters are constant advertisers in these pages and it is unnecessary to say that such evidence of use of efficient tools, should much inter-

est the live trade.

GIVES A LOT OF VALUABLE IDEAS.

Your paper is very helpful to me in my busi-

The ideas advanced are good, and I put a whole lot of them into effect, and have found them profitable.

JAMES H. SCOTT.

You are getting out an excellent publication, and one that must be extremely valuable to the trade in the West.

With best wishes for your continued success, SPECIALTY MFG. CO.

ALL THE YEAR SELLER



The Penn Mfg. Co., North Girard, Penn., are directing attention to their Leader Clothes Dryer, which, as they say, is an all-the-year seller, for it is used all the year round.

It is very practical and useful in laundries of private

dwellings, especially in wet weather.

Apartment house dwellers find it necessary, and there is the opportunity of selling one or more of

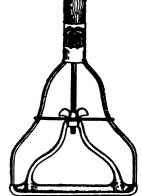
these clothes dryers to every housewife.

They are substantially built of hardwood and cold rolled steel, easily raised and lowered, and very easily sold if properly displayed.

The Penn Mfg. Co. make a complete line of clothes dryers, towel racks, mop sticks, sleeve boards, hat racks, and will be glad to give full information to any of our readers upon request.

Any dealer who has given any attention to the sale of clothes dryers finds them a profitable selling specialty, one that appeals especially to the women folk of the

household.



The Peter De Reus Hardware Co., Valeria, Ia., have purchased the Radley hardware stock.

Cantrall & Wolever, Fredonia, Kan., have purchased the stock of the Singleton Supply Co.

C. J. Hayes is preparing to engage in the hardware and housefurnishing business at Altoona, Kan.

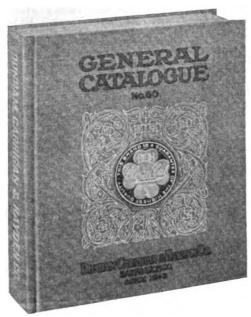
The Raterman Hardware Co., 732 Commercial St., Atchison, Kan., has purchased the stock of C. H. McDuff, and will add it to their own.

J. E. Chambers, of Wells, Kan., reports an excellent season's business and a good outlook. He is particularly interested now in auto accessories and sporting goods. He is adding materially to his stock.

The Kerman Hardware Co., Kerman, Cal., are doing an excellent business in auto accessories and supplies. They operate a gasoline service station in connection with their hardware business, which is a splendid drawing card for the trade of motorists.

H. B. Dudley Hardware Co. is erecting a new twostory building, to be occupied by their hardware and implement establishment at DeWitt, Ark. They will handle a full line of everything pertaining to hardware and housefurnishing, electrical goods, automobile accessories, implements and vehicles.





A HANDSOME CATALOG

We have received from Dunham, Carrigan & Hayden, jobbers of San Francisco, a copy of general catalog No. 60, which is a most complete and useful catalog for hardware merchants to have for reference.

This catalog comprises some 2000 pages, yet it is not a bulky volume, or one that is inconvenient to handle, because it is printed on a thin, but not transparent, paper.

The illustrations are of such a size as to be distinct, yet they are economical of space. The type is clear, the initial or catalog numbers and prices are prominent, giving such explanatory descriptions are are necessary to make it a catalog that is most convenient for ready

It is bound in a handsome green cover, which is stiff enough to make the volume stand upright without crumpling.

The compilation of a jobber's catalog requires a vast amount of painstaking work and time.

Dunham, Carrigan & Hayden are to be congratu-

lated on issuing a catalog that is attractive and is

sure to prove useful to the retail merchant.

They feature their line of "Clean Cut" tools, and also call attention to the fact that in their electrical and automobile accessory department they are adding many new lines and are stocking such goods as have been proven by experience to be staple commodities, goods a merchant can recommend to his customers with confidence and satisfaction.

Robert Byers recently purchased the hardware business of W. L. Skinner at Barnes City, Ia.

John Lanigan succeeds J. S. Werlich & Son, hardware and house furnishing merchants, at Cle Elum, Wash.

Starr & Bremer Hardware Co., Yuba City, Cal., are remodeling their store and making additions that will give them facilities for carrying an increased stock.

W. J. Brinkley purchased the interests of Messrs. Smith and Kelly in the Curd Hardware & Implement Co., at Pueblo, Colo., and the firm name has been changed to the Brinkley-Curd Hardware & Implement Company.



ARISTOCRAT OF THE BREAKFAST TABLE

The New York Stamping Co. direct attention to the Filtrola Glass Coffee Percolator illustrated in their announcement this month.

The Filtrola is the machine that is used in exclusive and high class hotels, restaurants and cafes. It produces coffee which contains but a negligible percentage of Tannin and Caffeine with all the wealth of the perfect coffee arona.

The Filtrola prepares coffee in Crystal Glass, thereby avoiding the oxidizing and corrosive influence of metal, retaining all the delicious flavor of the beverage.

The principal reason why some people eliminate coffee on their physician's advice is because of the drugs Tannin and Caffeine contained therein. Results of chemical tests made by the special committee of the American Coffee Roasters Association, show that coffee made the Filtrola way contains but one tenth the amount of Tannin and Caffein per cup, as extracted by the antiquated boiling or metal percolator process, hence the Filtrola process is the ideal, sought after many years by coffee connoisseurs and all people heretofore reluctant to drink coffee on account of its injurious drugs Tannin and Caffein.

The Filtrola is also the only coffee maker permitting the use of pulverized coffee, which means great economy. It makes a saving in coffee bills of fifty per cent to the year, or in the average family about

\$15.00 per year.

These come in three sizes, complete, plain glass or sterling silver deposit on glass, and any merchant who will display the Filtrola Glass Coffee Percolator and explain to the housewives or family the advantages as well as the economy of using such a percolator, is sure to materially increase his sales. Aside from that he is doing his customers a favor that will bring him an increased patronage in other lines, for the house-wife will not soon forget such service and thoughtfulness on the part of the retail merchant.

The products of the New York Stamping Co. are sold by leading jobbers everywhere. Ask your jobber

for the particulars.

Falk Bros Co. have purchased the hardware stock of Ernest Nelson at Barron, Wisconsin.

W. T. Forkner has sold his hardware business at Selma, Cal., to C. W. Harner, of Reedley, Cal., who will continue the business at Selma.





THE INGERSOL-LITE

Robert H. Ingersoll & Bro. have just put on the market a luminous device which will be a particularly desirable piece of merchandise for all hardware men who sell electric lamps and fixtures. It is an adapta-tion of that wonderfully powerful self-luminous sub-stance which is used on the hands and figures of the new Ingersoll Radio-lite watches that are already world

A small, unbreakable glass tube is filled with this luminous material and completed with a new brass cap, which is so devised that the Ingersol-lite can be attached to an electric light switch or key socket by a mere twist. No tools or skill are required to attach it.

During the daylight it looks like a jeweled trinket. It takes the place of the button and the pull chain and forms a prettier chain ending than any yet made. Its appearance is a great addition even to the finest elec-

But it is in the dark that the great advantages of the Ingersol-lite are realized. It completely ends all fumbling in the dark to find the electric light switch. You enter the average unlighted room at night and stumble blindly for the light. You fall over the furniture and, after waving your arms in the general direction of where you think the light ought to be, you eventually find it—but only after you have lost a few ounces of skin off your shin bones and used language that is not taught at Sunday school.

This little luminous device shows you where the light is and guides you to it. The darker the room, the

The Ingersol-lite is advertised in the Saturday Evening Post and other publications. Show cards for the window and the counter are provided free by the manufacturers.

Write the nearest branch office-New York, Chicago or San Francisco-for complete information.

A FEW REMARKS RELATIVE TO BIRDS AND CAGES

During the past two years the breeding of Canary Birds has received an unprecedented stimulus in this country, owing to the restricted importation. new-born industry, at least on a large scale, has been particularly evident this season and borne fruitful results. Canaries have been bred in town and country, ranging from the modest amateur who breeds as a hobby, with a dozen or more fledglings, to the pro-fesional breeder with several thousand songsters to offer.

There are also a number of Canary Breeding

Societies scattered all over the country whose chief aim is to raise birds of flawless song. It is quite manifest that the birds raised in this country possess the advantage of being acclimated, thus requiring a minimum of care and attention. The new crop of youngsters is now in song and available for the market. Dealers will feel a demand for cages in the near future and it is advisable to lose no time in stocking up.

O. Lindemann & Co., the old-time manufacturers of Bird Cages, established in 1863, have been straining all efforts to accumulate a stock, and invite an inspection of their sample lines at their show-rooms, 35 Wooster Street, New York. Interested dealers can also obtain their illustrated catalog upon application.





We publish with this article two cuts illustrative of some head-liners. The No. 2020 cage (Chinese Style), is finished in dark brown with black trimmings and ornamental figures in colors to match. The three silk tassels furnished, enhance the beauty of this attractive cage. The cage measures 14" in diameter.

The cage No. 2226 on the Table Stand is made in Ivory White, gold-trimmed, with brass wire guard. An identical cage is also made in Brass, No. 2526. The cage measures 11" diameter.

The Stand, No. 5½, is made in Ivory White, with gold trim, also in Brass, No. 5. This Stand, 28" high, can also be combined with a number of other cages.



"THE COLUMBIAN CREW" IN A NEW DRESS

The house organ of the Columbian Rope Co. at Auburn, New York, has just appeared under a new title, "The Columbian Crew." A new size and in four colors. The Columbian Rope Company are anxious to send this to everyone who handles Columbian Rope, and a request on your letterhead will result in its coming to you each month.

There is no obligation other than that you handle or help to sell Columbian Rope.

Business Opportunities

A live and experienced hardware man, not subject to draft. Meyer Bros., Gooding, Idaho.

We can sell your business for cash no matter where located. No publicity; describe fully in first_letter. All correspondence confidential. Herbert, Webster Building, Chicago, Illinois.

WANTED

Experienced Saw Salesman to represent a general and complete line in all classes of trade. Ohlen Saws, Box 1360, Columbus, Ohio.

WANTED

Hardware and implement salesman who is willing to make good. Country town. State experience and salary wanted. Address "A. G.," care HARDWARE WORLD.

WANTED

Salesmen on Commission, as a side line. Those who visit large jobbers and retailers, to sell patented boiler tube plug. State territory covered. Thomas A. Webb, 122 Commerce Street, Newark, N. J.

FOR SALE.

Clean hardware stock in the best terminal port city in Southern California.

Will invoice \$15,000.00 in merchantable hardware. For particulars write.

Address: HARDWARE WORLD.

FOR SALE.

Hardware store, with plumbing shop, in one of the best grain and fruit growing sections in California.

Old established business. Only \$5,000.00 cash capital

required, and satisfactory terms for balance.

Address, R. P. Burr, P. O. Box 596, Sacramento, Cal.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

GOOD, RELIABLE HARDWARE MAN WANTED

We want a good reliable hardware man, capable of taking charge of the buying as well as the selling end. We should like him to have some knowledge of implements. Salary \$125 per month. Give full particulars, such information as you would want were the position reversed. Address G. F. Company, care HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

FOR SALE.

Hardware and implements, located fifty miles from San Francisco, in a live little city, being a county seat, with rich farming country and many substantial factories that have a steady payroll all year.

Sales last year \$75,000, and expect to do better this

year.

Business is largely cash and back accounts are short

terms.

A modern store, clean, up-to-date stock. It takes from \$16,000 to \$20,000 to handle the business. A paying business that will stand inspection.

Will give part terms.

Above in a good, desirable town and a fine climate. J. X., care HARDWARE WORLD.

Old established Hardware business doing forty to fifty thousand dollars business a year. In one of the best towns in Northern San Joaquin Valley. Stock will run twelve to fifteen thousand dollars. Address "L. H." care HARDWARE WORLD.

TINNER WANTED

A first class, sober, reliable sheet metal and furnace man. One who can do estimating. In one of the best little cities in Central California. Opportunity to invest in the business if wanted. State sals wanted. Address "L. C." care HARDWARE WORLD. State salary

FOR SALE

Owing to the continued ill health of the owner. will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

HARDWARE CLERK WANTED

In retail store in San Fernando Valley, twenty miles from Los Angeles. Stock consists of shelf hardware and paints. No implements. Invoices \$10,000.00. Salary \$20.00 per week. When answering, state followor single and reason for wanting to make change. Give names and address of two references. "A. W." care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

SPLENDID OPPORTUNITY

An opportunity for securing a well established implement business, established for many years, can be had by simply purchasing the stock.

It is a splendid location, in one of the best cities in central California, and a large business has been developed. A favorable lease and terms can be made. This is an opportunity that is to be found once in a life time, as the owner has other interests thate are requiring his attention. Opportunity, care HARDWARE

MANAGER RETAIL HARDWARE STORE WANTED.

We want a live, up-to-date, thoroughly capable manager for a retail hardware store in a city of 250,000 people.

Daily cash sales will average over \$500.00. Man must be thoroughly competent, and experienced.

Give full particulars, age, experience, references, salary wanted, personal habits; in other words, such information as you would want were the position reversed.

Applications treated Confidential.

Address ''RETAIL,'' care HARDWARE WORLD.

POSITION WANTED

by young man 32 years of age, married. Now holding position as Assistant Manager and Salesman for firm carrying \$25,000.00 stock, where he has worked for seven years.

Wants position with more responsibility and larger

opportunities. Twelve years' business experience—business college

training. Reference gladly furnished. Out to make good in business management, salesmanship or advertising. What have you to offer? Address "B" care of HARDWARE WORLD.

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WHY DO THEY CUT PRICES!

Let's get beneath the surface of this pricecutting question and have a man-to-man talk about it. You do not cut prices because you want to give away a portion of your legitimate profits. You do not sell below the standard price because you conscientiously think the article worth no more.

Perhaps you have been giving your rightful profits and charging the loss up as advertising expense. If you had spent a like sum of money in legitimate advertising channels this expense would have become an investment paying you rich returns.

You are entitled to more than mere living wages from your business. You are entitled to compensation for the money you have invested, plus compensation for the risks you are taking of losing that money, plus compensation for the extra worry of running the business.

If your business is not paying you a salary that you could make working for someone else, besides a six per cent dividend on your investment, you are losing money, and it is time to revise your business methods. You are no better off than the man who works for a salary and invests his capital in bonds and mortgages.

How are you going to pay the war taxes and the increasing costs of doing business if you are wasting the opportunities at hand?

The solution to your problem is easy. Give

quality and get full price.

Immediately there is a chorus: "How do you expect people to pay me full price when my competitor down the street will continue to sell at cut prices?

Forget your competitor. Run your own business and leave your competitor to solve his own problems. He is not going to continue throwing away his good money when he sees you earning extra profits on every sale you make.

It might stiffen you up a bit if you knew that only 4.2 per cent of all the 16,496 failures in the business world of the United States last year was due to competition. The authority for this statement is Bradstreet's "Why Men Fail."

"THERE'S MORE WHERE THAT CAME FROM!"

Ever hear that oft-repeated gem of degenerate wisdom? It is the waster's one and only attempt to excuse himself. He is usually the fellow who would borrow a dime to buy you a drink.

Watch him and you see him throw away a half-used pencil. "There's more where that came from," he tells you. He did not buy the pencil. No, indeed. He borrowed it. For useful tools he has no funds, because money, too, he throws away. Money comes easy to a waster because he loafs on the job, and the way he uses it gives him his name.

Scorn a waster; do not pity him. He is his own personal enemy, a pest on his associates and a burden on the back of human progress. He ambushes both his own and the prosperity of his best friends. Let him, and he would dine

with extravaganec on their poverty.

There is a beginning as well as an end to all things, including a waster. He wastes time between one and the other and the end is not far off. That is one consolation to the remainder of us. For a while he wastes his own time and then gains momentum on his wild orgy by wasting the boss's. Though he gets by for a while, rest assured eventually he will get out.

From the neck up a waster is absolutely nothing. He has eyes and can see, but an empty skull has no understanding. Even his speech has an empty ring to it, for he talks and says little. He is also a waster of words. Does he not say, when you reproach him because of his waste: "There is more where that came from?"

If you were in jail and had permission to write only one letter a week, and had to make that letter sell something so that you might earn money needed to buy special food needed to save your life—would those letters be better than those you are sending out now? How would they differ?

I never pull in a fish without silently saying: "It would have been better for you if you knew when to keep your mouth shut."



"SERVICE"

is the big factor in modern business. With us it has been put to the test and found not wanting. It measures up to the recognized QUALITY of

OUR "FAULTLESS" PLUMBING and HEATING FIXTURES

It is a prompt, accurate and dependable service.

M. L. KLINE

30 Years' Wholesaling Plumbing & Heating Supplies in Portland 84, 86, 87, 89 FRONT STREET - PORTLAND, ORE.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you.



Sizes 1/2" to 21/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Journeymen Moneygetters—

"'prominent' master plumber who closed down his shop (as per article in July issue of the WORLD) and is taking on only such work as he, himeslf, can do.

There's always two sides to every story, and because that certain master proceeds to "hand it" to the journeymen as a class, lets see what can be said on the other side.

The "prominent master plumber" might have had one of those "ingrowing dispositions" one where no person, no matter who or how good he or she did the work; could have suited.

There are plenty of such masters in the country who never have a word of praise for their men, and that class of masters soon gets what's their due from the journeyman.

From our point of view the writer (after a personal survey of the entire United States and an acquaintanceship of over ten thousand masters) firmly believes that any master plumber who can't "realize" on his journeymen (in normal times) has only himself to thank for the situation. Seventy-five per cent of the fault lies with the Master. It is admitted that scarcely two persons go at the same job after the same fashion. Now a narrow minded "grouchy" master (and the woods are full of them) will, nine times out of ten, always insist on the jobs being done after his particular notions. He isn't broad minded enough to look at results, but will forever and forever keep "nagging" the journeyman because the work is not done according to his "idee" which is, of course the only right way to do a job.

The old saying, "There's only one way to do work—viz: the right way," has become entirely out of date.

There's a dozen or more "right ways" to do almost any kind of work. Watch results, that's what counts.

Of course the journeyman should possess sobriety, honesty, tact, horse sense, etc. etc., all the virtues of all the saints (for about five bucks per) and then some. The question arises, how and where is he to obtain same? In other words, WHO SETS THE EXAMPLE?

Now according to our way of thinking, in closing his shop to journeymen that certain "prominent master" sure did pass up an A-1 chance to spread his most excellent wisdom. He had the chance to turn his shop into a practical school—and wouldn't just because he has a "grouch."

He knocked himself out of a lot of good men who he could have developed in two or three years or less—according to their adaptability. "As the twig is bent, so the tree inclines" and if it never is bent it becomes, principally "scrub." A "bum" fitter or plumber is one, most times, who had "bum" training, or none at all—just "growed" into the trade. If a lad is started and kept right its a ten to one shot that he "stays put." That applies to all lines of general business and life entirely aside from plumbing and heating.

The principal reason why there are "half-baked" schools is because those who should impart instruction, DON'T—We of a shop—a large and most prosperous shop, and employing generally about one hundred journeymen—that has not been obliged to hire a stranger journeyman in the last seven years—WHY?

Simply because they bring up their journeymen in their own shop. The men learn the business their bosses' way, in general, with a certain amount of leeway allowed for originality

That shop has made money since it started that practice, while before they were always in the usual jangle with their men, which leads up to say that if that certain "prominent master" would spend as much time trying to develop his men into competent workmen as he apparently must have done "beefing" he would get far better results. Start the boy in your shop right. Pay him enough (even tho' he is green) so he can live. Don't insult him with an offer of five bucks per week and an "excellent future." That same excellent future gag has started many a good lad on the road to Hell.

What young man earning five dollars a week and living at home, while he puts in a man's work for the shop is going to give a whoop whether or not the work is done just right? Try it out. Pay him \$3.00 a day and observe the difference. Afford him an opportunity to learn. Many masters make a deadly secret of the trade. It actually hurts them to shed information. I guess they expect one to have a God-given intuitiveness for jobs that don't require any information.

Surprise both yourself and the men by giving them occasional bonus. No young man, nor "the stranger within thy gates" is going to have the same excellent sense and the particular judgment that you, my jolly master plumber, have acquired. It isn't to be expected.

When the men are obliged to work overtime. pay them for it, double time and don't be a cheap skate. We will venture to state that you work the charge into the bill all right enough. It does not matter what happened when you "learned the trade," and were just "simp" enough to contribute several hours each week to the firm. Things today are not as they were then, "as they is," you haven't any more right to refuse extra pay for overtime than you would have to put your hand in the man's

Back Into the Furnace Business

This firm finds the Caloric the "biggest 'little thing' ever taken on.'



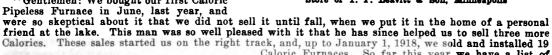
The Original Patented Pipeless Furnace

> Bought One in June Sold 19 by January 1 Sold 46 by June 1

''17 West Lake St., Minneapolis, Minn., March 16, 1918.

"The Monitor Stove Company, Cincinnati, Ohio.

"Gentlemen: We bought our first Caloric



Caloric Furnaces. So far this year we have a list of about fifty prospects, and, with the advertising that you are doing, plus the cooperation of your salesman, we shall be greatly disappointed if we do not sell at least 100 Calorics this year. "We went out of the furnace business several

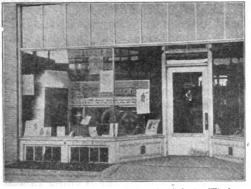
Store of T. P. Leavitt & Son, Minneapolis

years ago because there was nothing in it, but we find that we can make more profit on the Caloric than on a pipe job and it is much simpler to install and easier to sell. We consider your furnace proposition the biggest 'little' thing that we have ever taken on.

"Yours very truly,

"T. F. LEAVITT & SON, "C. V. Leavitt."

Since ordered 27 furnaces.



A Close-Up View of Mr. Leavitt's Caloric Window Display

"Pioneers of Pipeless Heating"

We prefer to let the Caloric dealers tell you of their profitable experiences with our proposition. In an interesting book, "Pioneers of Pipeless Heating," just off the press, we have reprinted some of the many letters that have come to us.

You will find sufficient evidence within its pages to show you that there is an interesting business in store for the dealer who connects with us, and that our advertising and merchandising methods are a strong help.

Prompt shipments can be made from: Cedar Rapids, Ia.; Green Bay, Wis.; Harrisburg, Pa.; Kansas City, Mo.; Minneapolis, Minn.; Omaha, Neb.; Rochester, N. Y.; Saginaw, Mich.; Salt Lake City, Utah; Spokane, Wash.

THE MONITOR. STOVE COMPANY.

900 Gest Street Cincinnati, Ohio

Send me your new Pioneers of Pipeless Heating dealer book on the Caloric Furnace.



The **Monitor Stove Company**

Est. 1819-99 Years of Service

Pioneers in Pipeless Heating

900 Gest St., Cincinnati, O.

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pocket and extract the equivalent in money. We arrive now at a point that it is impossible to some, but if it can be executed will give the Master plumber much prestige with the men. Here it is, show him how its done. The master plumber or fitter who can shed his coat, grab up the tools and do a bit of work better and quicker than any of his men will get more and better work from said men. They know he is wise. Quit "beefing," show them.

Keep a Sanitary Shop---Many a plumber's shop isn't fit to house hogs. How can you expect any man with any self respect to endure such a rank outfit? Take the trade papers and have them easily accessible for the men to look at and read. If the foregoing few pointers be applied as nearly as may be possible to your particular shop, we will venture to assume that no Master fitter or plumber will be obliged to "close down" his shop, because he can obtain no competent journeymen. There are shops galore that are making money, even in these trying times—and they make a profit on their journeymen too. Apply the same "horse sense" to this problem, as you do to many other affairs and your troubles will be materially reduced.

WITH ALL YOUR MIGHT

If you have any task to do, Light or heavy, old or new— Do it.

If you've anything to say, True and needed, yea or nay— Say it.

If you've anything to love, As a blessing from above— Love it.

If you've anything to give That another's joy may live—

Give it.

If you know what torch to light,
Guiding other through the night—

Light it.

If you've any debt to pay,

Rest you neither night nor day—

Rest you neither night nor day— Pay it.

If you've any joy to hold Next your heart, lest it grow cold— Hold it.

If you've any grief to meet At the loving Father's feet — Meet it.

If you've given light to see
What a child of God should be—
Be it.

Whether light be bright or drear, There's a message sweet or clear, Whispered low to very ear —

Hear it.

-EMMA J. HULL.

Hard cash is awfully hard to do without.

BUSY BUSINESS MAN NOT TOO BUSY TO SEND CHEERING WORD TO SOLDIERS

M. L. Kline, the enterprising Portland plumbing jobber, has started a movement among his business associates to make it a matter of regular business to write to their former employes, who are now in the service over seas and in camps in this country.

Mr. Kline says everyone should write and send them current newspaper clippings. Just a few lines to the boys every week or ten days

will be a great help.

He also adds not to wait for replies. They are receiving their letters, and their expressions of delight certainly repay one many times for the effort.

Sometimes they don't get these letters for several weeks, then they get a number at a time, but the boys at the front are getting little if any war news. We know this from the letters that we ourselves receive, so send them cheerful, happy letters, keep them posted about your activities in business, tell them what you are doing, let them feel you have an interest in them and in their welfare, for while they are ready to make the supreme sacrifice of their lives, if need be, which many of them are doing daily, it is as little as we can do in this country to send them a cheering word, and let them know we appreciate what they are doing, if only in a slight degree, for no man can appreciate what our men are undergoing, what they are suffering and enduring, or the principles that actuate them, unless they are actually at the front themselves.

No one can know what they are doing for suffering France and Belgium unless they really see the conditions that exist.

Germany may think she is going to win with the submarine, but there's many a ship twixt the cup and the lip.

NEW SMOOTH-ON PACKAGE



In response to numerous demands for small household package of its well known Iron Cement No. 1 the Smooth-On Mfg. Co. of Jersey City is announcing to the trade a 6 or package retailing for 25 cents.

The new package will be advertised to consumers in national magazines reaching over 10,000,000 readers. The advertising will feature the many uses of this cement around the house, such as stopping leaks of all kinds, repairing radiators and

kinds, repairing radiators and stoves, mending iron vessels, re-setting knife handles,

etc.
The household size can is packed in an attractive counter carton holding 12 packages and an instruction book accompanies each can. Colored wall signs and counter cards are also furnished by the manufacturer.



Free Advertising Service

We will supply you with newspaper electros, slides, and animated films imprinted with your name; also blotters, showcards, etc.

Now is the time to go after the remodeling business. It is the most profitable field of all, because you seldom have to compete in the way of prices.

Write our advertising department for complete information.





PLUMBING FIXTURES

Main Office and Show Room 67 New Montgomery Street San Francisco, Cal.

FOR SALE BY ALL JOBBERS

Factories
Richmond and
San Pablo, Cal.

GAS or OIL or WATER or STEAM

is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



Slapping the Kaiser on the Wrist

(By Harry Gale Nye)

THE purpose of these few well-chosen remarks is not to start any argument about the war, because you can't start an argument when you are all on one side, and of course you are all on one side when the country that feeds you is at war. The purpose, instead is to show



how some of our ideas have changed since this war started and how we might change our ideas in regard to our shops with equally good results and profits.

I guess everybody realizes that the slap-'emon-the-wrist period has passed in this year, and that the soak-'em-on-the-coco period is here instead. We wanted to hate the German Kaiser, and love the German soldier, but we found it didn't work. We had a mental picture of the Uhlan bayoneting babies with intense regret, and only because it was the kaiser's request. We were convinced if the German soldier had his way he would ditch the war and go home, if it were not for hurting the kaiser's feelings.

We thought that the German people were much in the same position as father applying a piece of leather belting to that part of Johnny's anatomy that is practically useless for purposes of standing up. We thought that it hurt the German people more than it did us, and that they didn't approve of the kaiser's carrying on anyway.

They even told us that the Germans would hate to fire on our boys when they got over there, and after we had indulged in all this bubble stuff about being at war with the German government, but not with the German folks, we were handed about as choice a collection of poison gas, poison propaganda, hospital bombings, long-range shooting that was ever handed anybody. About then we decided that the wrist-slappings better be discontinued temporarily and it was time to rise up and Smite.

The pacifist, who said if we must go to war to go about it as gently as possible, and try not to hurt anybody, went home and hid under the bed. He found that there was considerable strafeing going on at the front, and considerable indignation going on at the rear, which is part of the army in which the pacifist is most interested. The pacifist didn't raise her boy to be a soldier—she brought him up to bring up the rear. The ideas of some of our pacifists have changed; they found that talking scripture to

a bulldog is about as fruitful in results as advertising palmleaf fans in Alaska or flyscreens in January-which latter advertising, by the way, some of our retail merchants do. All of which is by way of preamble to say that there isn't any job in the world—whether it is winning a war or stopping a gas leak—that you can make a success of by the slap-'em-onthe-wrist method. Whatever you go into you want to go in up to the hilt and the handle. If you are advertising a business, put some enthusiasm into it—it isn't the amount of space you use that counts but the amount of pep. If you are selling something over the counter, talk as though you mean what you say not as though you are in some doubt yourself. If you are doing a job, use a little gray matter and red muscle and do it the best you know how.

There is many a seven or eight dollar a day man, who, if you could put him through a reduction plant, wouldn't pan out more than a nickel's worth of enthusiasm. He doesn't hate work, not by any means. He is determined, just as some of us were when the war began regarding the enemy, not to hate it. On the subject of work he is a pacifist. When he has a job in hand he wants to slap it on the wrist, not soak it on the head. Then some day when the eight-dollar job gets away from him wonders why. He finds that it was because it was the seven or eight dollars he loved; and not his work.

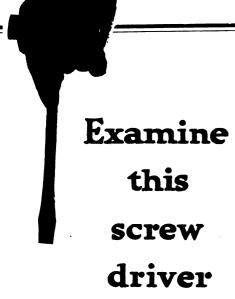
Loving your work is alright, unless you are so affectionate with it that you fondle it instead of finishing it. Loving your work is commendable unless you hesitate to hurt its feelings by making it get a move on. Loving your work is good, but living your work is better.

Some men treat their work like some men treat their wives. They are always telling their wives how much they love them, but they never bring home any porkchops. It would be a good thing if they would kiss their wives a little less and turn the wringer a little more. If your wife has to take in washing because you love her so much that you haven't any time for work you ought to at least be willing to help squeeze the suds out of the clothes. Ten to one your wife would rather have fewer compliments and more coin.

There is only one job worth loving, and that is the job that is well done. And you will win both your job's and the kaiser's respect by going at them with a punch instead of with a slap on the wrist.

Profit by the other fellow's failures—don't think the only business lessons lie in the stories of success.





Test the strength of the oil-tempered steel blade.

Grip the gnurled handle and see how comfortably and securely it fits your hand — how well it is balanced.

Then order a supply from your jobber. Every one you sell will make a friend for you.

3 Sizes --- Retailing at 65c, 70c, 75c

CRESCENT TOOL COMPANY

Jamestown, N. Y.

Crescent Hami Handl screwariver



The Favorite for Pipe Threading

PLUMBERS and other users like the TRIO DIE STOCK. It cuts smooth, clean threads. Three dies in one stock, always ready, always right. The Trio is light and compact and packs well in a kit. It's adjustable.

Send for folder.

Greenfield Tap and Die Corporation

Greenfield, Mass., U. S. A.

New York, 28 Warren Street Chicago, 13 South Clinton Street Canadian Plant: Wells Brothers Company of Canada, Limited, Galt, Ontario



DISPOSAL OF ROOF DRAINAGE

Editor Questions and Answers—Is it advisable to run the water from the roof into the ventilating stack of the plumbing system of a house.

R. M. WALLACE.

It is not good practice to use the roof drains in this manner. They should never connect with the plumbing system of the house for numerous reasons which should be apparent to any one who has ever had to clean out the eaves. The ventilating stack of a plumbing job has its own particular office and should not be utilized for saving as some country architects seem to think.

THE COLD AIR DUCT

Editor Questions and Answers—So much dirt seems to enter the house through the cold air flue of our furnace that we some times close it entirely. Will you kindly suggest a remedy for this nuisance.

MRS. A. J. SIMMONS.

The air that is passed through this duct may be screened. One can use cotton cloth or burlap. A good way to do is to put both in, separated by a distance of at least three feet. You will notice after using, that these screens will have to be changed and the number of times you have to change them will prove to you just how badly you need same, and show you how much dirt was going into the house that you seldom expected.

SIZE OF BATH ROOM

Editor Questions and Answers—Can you tell me how large an ordinary bath room should be in order to be sanitary.

C. H. REEVES.

The latest information we have on this subject is obtained from Mr. Charles B. Ball, chief inspector of the Bureau of Sanitation, Chicago, Illinois, who says, that the minimum floor space for fixtures should be:

Water closet 12 square feet. Lavatory 12 square feet. Bath tub 30 square feet. That would give fifty-four square feet of floor space for a bath room containing said three fixtures. A room of nine by six feet would give same. Mr. Ball is regarded as one of the best posted authorities in these subjects, his long connection with the bureau in Chicago having given him unusual opportunities.

HEIGHT OF KITCHEN SINK

Editor Questions and Answers—Please state in your next issue the proper height at which the kitchen sink should be set.

B. T. SMITH.

A few years ago there was a certain established rule for the height of sink, but practices (and sinks) have changed so greatly in the past few years that it no longer holds the same. We should say that the best practice would be to set the sink at the most convenient height that was agreeable to the people who are to occupy the house.

SPEED IN PIPE WORK

Editor Questions and Answers—Can you give us any suggestions for increasing the speed of doing pipe work?

A. J. BENNAGE.

Keep your vises and dies in first class shape. Also the pipe wrenches. See that the men do as much of the making up of the pipes as is possible at the bench. Insist that your pipe fitters and plumbers take, on the average, at least five measurements to cut before going to put in same. A mechanic who takes only one or two measurements and then runs to put them in and then takes one or two more must be a slow man. He is too long on the road.

VENT STACK FILLS FULL OF FROST.

Editor Questions and Answers—During the severe cold of last winter the vent pipe on our plumbing job stopped full of frost in the attic and through the roof. How can a similar occurrence be prevented?

M. R. FISHER.

We suggest increasing the size of the pipe in the attic and through the roof, from four inch to six inch. Then in the attic and up to the point where the pipe enters the roof we believe that it would be good policy to cover the pipe with a good, frost proof pipe covering which can be obtained from a regular supply house.

The spread of socialistic theories in this country is now known to have been fathered solely through German propaganda.

A strong clerk can make a business; a weak one can break it.

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YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK EVER MADE and YOU SPECIFY B. B. HIGH PRESSURE BALL COCK



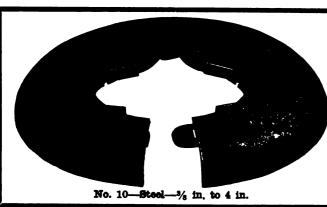
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including Airch

to and including 4-inch

thread desired.
All sizes up to and including 4-inch carried in stock.
No Special Packing Required. Ground Joint Coupling, which is always tight.
No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY Bacon and Plimpton St., Waltham, Mass.



Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand!

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co. Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative W. ERWIN GILCHRIST

681 Market Street San Prancisco, California

"Always Reliable"

The Most **Practical Line Manufactured**

Since 1876 we have spent large sums for experimenting. We, therefore, control many patents covering improvements which no other manufacturer can equal. We give you the benefit of those improvements without charge. Our superior charge. Our superior quality is therefore within reach of all.

On account of our quality, the Government and its Allies are favoring us with many orders. Our plant, there-



Patented No. 2 Furnace.

fore is quite congested. You should place your order NOW with the jobber for your future wants so as to allow him plenty of time to obtain such goods from us. Your jobber will supply at factory prices.

OTTO BERNZ, Newark, New Jersey

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa. Factory, Oakmont, Pa.

CLAIMS FOR LOST OR DAMAGED FREIGHT CAN BE MADE ON ANY ROAD HANDLING IT.

(Copyright, by Elton J. Buckley)

We are in a dilemma as to how to make claim for some goods shipped to us from the West, but partly lost in transit. The shipment was from Indiana and the goods left there on the Vandalia Bailroad, consigned to us in New York. The Vandalia issued a bill of lading for through shipment to us in New York. The Vandalia carried the shipment as far as its line proceeded, and next turned it over to the Lehigh Valley Railroad Company, which delivered to us in New York. The condition of the shipment when delivered was very bad. About one-third of the goods were missing and part of the balance were damaged. The loss on the shipment will probably be about 50 per cent, if we have to stand it. We accepted the goods from the railroad, signing in bad condition and then made claim on the Lehigh Valley. The latter has turned our claim down, stating that their records show the goods were delivered to us in same condition as received and that our claim is really against the We are not in position to fuss with the Vandalia Vandalia Railroad Company in the West, and we think we should be allowed to bring claim against the Lehigh Valley, since that is the railroad that delivered the goods. Our attorney is looking up the matter now, but meanwhile we should like your opinion.

N. R. McMASTERS & BRO.

I cannot see why the Lehigh Valley Railroad Company, or any other railroad, should attempt to deceive a shipper in this way. It knows the law perfectly well, and it knows that under the law this correspondent can make claim on either of the roads concerned with a shipment like this. They are not obliged, as they formerly were, to hunt out the railroad which actually caused the loss, and sue it. This is one of the greatest conveniences ever enacted into law.

Before the Carmack amendment to the Interstate Commerce Act was passed, the shipper or the receiver of freight was at a tremendous disadvantage regarding the making of claims. Let us say that goods were shipped from Illinois to Pennsylvania, and in the course of the journey had to pass over three roads, Road A, Road B, Road C. Somewhere en route they were damaged or lost, and were delivered at their destination in that condition. Under the old law the consignee could sue Road C, which delivered, but if Road C could prove the damage did not occur on its line, it was considered a good defense and the consignee was thrown out of court and told to seek out the responsible road. He might make the same mistake again. and the result was that many hundreds of righteous claims were never brought. The Carmack amendment was intended to cure this, and it has done it. It provides that when goods, in the course of an interstate shipment, pass over more than one line, and are delivered at their destination in a condition justifying a claim, the consignee can claim on the line most convenient to him without regard to which road caused the loss. This is usually the last line handling the shipment, in the case cited by the correspondent the Lehigh Valley. If the shipment has passed over two lines, the consignee can sue either, regardless of which line is responsible for the damage. No matter which road is sued, if the claimant makes out a case, that road must pay, and it cannot defend on the ground that the loss arose on some other line. But the rights of a road that thus must pay for damage caused by somebdoy else, are perfectly protected, for the law gives it the right to make its own claim, after it has paid, against the road which was really responsible. Thus the damage is fastened on the proper shoulders, and the consignee is spared the bother and expense of hunting down the road on which the loss arose.

IT ISN'T YOUR FIRM—IT'S YOU

If you want to work for the kind of a firm Like the kind of a firm you like, You needn't slip your clothes in a grip And start on a long, long hike. You'll only find what you left behind, For there's nothing that's really new. It's a knock at yourself when you knock your

It isn't your firm—it's you.

Good firms are not made by men afraid Lest somebody else gets ahead, When every one works and nobody shirks, You can raise a firm from the dead; And if while you make your personal stake Your neighbor can make one, too, Your firm will be what you want to see: It isn't your firm—it's you.

A NEW IDEA IN RAIN TROUGH SUPPORTS

Handi-Klamp PAT.U.S JULY 16 1918 CAMADA PAT. PENO.

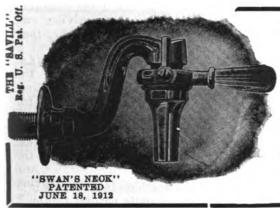
Eaves Trough Hanger

- (A) Indicates lock when closed (AA) when open.
 (B) Indicates reinforcement stop.

Randolph A. Rehrauer & Co., of Two Rivers, Wis., have recently brought out a patented hanger for the attachment and support of rain troughs which, it is said, can be attached to the trough without the need of a single tool Formed ready for attachment, the hanger is so constructed as to allow same to be sprung upon the trough, when by

the aid of a novel locking device it is securely held in position and cannot be accidentally disengaged. Made of a single piece of band iron, its practical arrangement provides a safe means of support, even when in open position. This new hanger, the concern claims, can be attached in less than one minute, thus saving labor and Made in standard shapes and sizes for single expense. Made in stands and double bead troughs.





The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be
opened or closed just as easily with a finger, the wrist or arm.
Opens to full stream and shuts off in fraction of a minute.
'SAVILL' Faucets are a profitable and most satisfactory
line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON, San Francisco, Cal., and Los Angeles, Cal.



No. 1 Pire Pot. List Price Each \$27.20. Ask for Discount

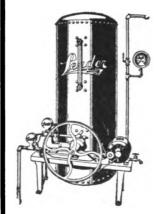
ONLY ONE C. & L. LINE

Remember the best and the highest grade Fire Pots and Torches are always the cheapest in the end, because they produce more heat, burn less fuel, are stronger made, and will outlast several of ordinary make. You have the advantage of our experience of over thirty years in this line. All leading Jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.



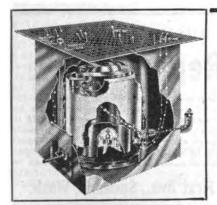
WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street San Francisco, California Sole Distributors



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

THE GLEEWOOD FLOOR FURNACE

Health-Comfort-Convenience-Economy

These points win instant favor and continued popularity.

Stock this new, valuable line.

Cash in on its large profits.

Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

Bride No. 1 who had been married the longest—so long she was almost not a bride—was wheeling her baby carriage down the street when she met Bride No. 2. The latter exclaimed with delight over the contents of the carriage—a delightful brace of twins.

"Yes," said Bride No. 1, "and the funniest coincidence about it. At our wedding supper the orchestra played 'Two Little Girls in

Blue.' ''

The other bride—Bride No. 2—turned pale. "Heavens," she exclaimed, "the orchestra played the 'Sextette from Lucia' when I was married."

STOVE REPAIRS

IF IT IS MADE FOR A STOVE RANGE OR FURNACE

You Can Get It at the

Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790 SPOKANB, WASHINGTON

WRITE FOR OUR ORDER BOOKS

THE HUMBLE ACCOUNTANT

The accountant, he is humble—he admits it;
Not boastingly, but in an humble way;
For, if anything goes wrong, he always "gits
it"

So, of course, he hasn't very much to say. There is ink upon his fingers and his eyebrows, So he doesn't grade so very high on looks;

He is not among the doers of the highbrows— He is just the bloke that keeps the blooming books.

The accountant, he is humble—he concedes it; Being humble comes quite natural to him.

If there's sympathy to spare, he surely needs it.

Though his chance of getting anything is slim.

He is zero multiplied by minus zero— He's the fabricator of the strawless bricks;

If he ever should aspire to be a hero,
It is certain that the Fates would answer.
"Nix!"

The accountant, he is humble—yes, he's humble!

And compared with him the office boy's a
gent,

While the janitor would curse and swear and grumble,

If he had to balance ledgers to a cent.

Oh, he makes a punk impression on the ladies— People wonder what they have accountants for!

That today he's all puffed up and proud as Hades,

For they tell him he can help to win the war. DR. SURPLUS.

WHAT'S THE USE!

What's the good of knowing
That the sun shines on the sea,
And the silvery waves are flowing
Where the fish are gay and free!
What's the good of rustic beauty,
What's the good of country air!
When you've got to 'tend to duty
In a darned old office chair!

WE WELD ANYTHING "WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

WE WELD NYTHING

MYER S. RUBENS

STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request "We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE 1009 W. First Ave., Spokane, Wash.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.



No. 32 Torch List Price Each \$16.00 Ask for Dis-

count

QUALITY TALKS

That is why C. & L. Fire Pots and Torches are so well known and extensively used. They are first in quality, durability and heating efficiency. They will actually save you some of your hard-earned dollars, because they produce hotter flames, last longer and burn less fuel than any other make. Watch your stock. Be forehanded. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



ARMSTRON(TOOLS

Tools bearing the name of the Arm strong Mfg. Co are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St. Bridgeport, Conn.



Save a Penny a Minute And Your Immortal Soul!

In writing the

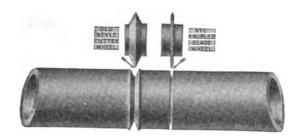
company address

Department HW.

They Cut Without Cuss Words



"I'm Nye the Die Man"



Made in All Sizes to Fit All Standard Makes of Pipe Cutters

THE NYE TOOL & MACHINE WORKS

108-128 N. Jefferson Street, Chicago, Illinois



AMERICAN STEEL WOOL

The material for this window display is being upplied by the American Steel Wool Mfg Co., 451 Greenwich St., New York City to retail dealers in prominent sections of any city in the United States.

In and about New York City, these window displays were a big attraction, and a great business puller as it appeals to the national of the control of the c

puller, as it appeals to the patriotic American spirit. The center panel is one of the most beautiful window display signs ever produced. Size 22" by 42" in five colors, and shows a soldier cleaning his mess-kit with American Steel Wool.

The solgan—''Help Him Keep His Mess Kit Clean— Send Him American Steel Wool'' appears on the sign.

The United States Government has placed a large order for Steel Wool from the American Steel Wool Mfg Co., to be used by Our Boys in France for cleaning their mess-kits, pots, pans, etc., but it is not being supplied to the Boys in the cantonments here.

The window displays above shown was at 42nd Street and Fifth Avenue, and the sale of the goods

during the display was enormous.

There is a wide and promising field for the utilization of Steel Wool, especially by house-keepers. More than a million housewives will learn the manifold uses of American Steel Wool through a smashing full page Advertisment. It is only one of a series of Advertisements that will appear monthly in the magazines read in the home.

Merchants stocking and displaying the new and approved package will be sure to find it in ready and

increasing demand.

No man is really old until those pockets in which he once carried photographs, cigarettes and pressed flowers are filled with dyspepsia tablets.

IT CAN'T BE DONE; HE DID IT!

Somebody said that "it couldn't be done," But he, with a chuckle, replied That "maybe it couldn't," but he would be one

Who wouldn't say so till he tried. So he buckled right in, with a trace of a grin

On his face. If he worried he hid it. He started to sing as he tacked the thing That couldn't be done-and he did it.

Some scoffed: "Oh, you'll never do that, At least no one ever has done it." But he took off his coat and he took off his hat. And the first thing we knew he'd begun it. With the lift of his chin and a bit of a grin, Without any doubting or crying,

He started to sing as he tackled the thing That couldn't be done—and he did it.

There are buyers who tell you it can't be done; There are buyers to prophesy failure: There are buyers to enumerate one by one The jobs we are losing by insisting. But just buckle in with a bit of a grin, Then take out your price-book and go to it. Just start in to sing as you quote to him

That "There's one price to all"—and you win.

LADIES, BEWARE

Doctor-This is a very sad case, sir; very sad indeed. I much regret to tell you that your wife's mind is gone—completely gone.

Peck-I'm not one bit surprised. She's been giving me a piece of it every day for the last fifteen years.



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OFFICIAL ORGAN OF THE WESTERN TRADE

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220 Pacific Bldg. Vancouver, B. C., Canada.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION-	88 Colts Long	1.80 1.50	SHELLS, LOADED-
			Winchester Repeater or Remington
Blank Rim Fire— Black Sm			U. M. C. Nitro Club-
22 Short\$.15 \$	88 S. & W	1.20 1.80	12 3 drs. x 1 oz., 24 grs. x 1
82 Short	38 S. & W. Special	1.45 1.55	12 0 Ulb. A 1 Uz., 24 gib. A 2
82 8. 4 W	88 Winchester	1.65 2.05	oz., drop shot\$1.25
90 C L W 70			3 drs. x 1 1/2 oz., 24 grs. x
88 S. & W	41 Colts Short DA		1 1/6 oz. drop shot 1.25
88 Long Colt 1.20	41 Colts Long DA	1.60 1.75	3 ¼ drs. x1 ½ oz., 26 grs.
44 W. O. F 1.50	44 Bull Dog		x 1 1/2 oz., drop shot 1.25
	44 9 4 10 4	105 105	
Shot Rim Fire—	44 S. & W. Amer		8 1/2 drs. x 1/2 oz., BB shot,
22 Long	.60 44 S. & W. Rus	1.75 1.95	drop shot 1.30
82 Long 1.05	44 S. & W. Special	1.90 2.10	3¼ drs. x Buck shot, drop
	44 Webley		shot
Shot Center Fire-			16 2 % drs. x % oz., 22 grs. x % oz., drop shot 1.20
82 S. & W	44 Winchester		% oz., drop shot 1.20
82 W. C. F 1.80	45 Chita	1.95 2.10	2 % drs. x % oz., BB shot,
	45 Colta Anto		274 Ulb. 1 78 Uz., DD 84Us,
88 S. & W 1.15	• • •	2.00	drop shot 1.25
88 W. C. F 1.50	Center Fire Military		20 2 1/4 drs. x 1/4 oz., 18 grs., x
44 W. C. F 1.50 1	1.75 and Sporting—		_% oz., drop shot 1.15
		1.40	Winchester Leader or Remington U. M. C. Arrow—
		1.40	U. M. C. Arrow-
	L.00 350-8000 Bavage	1.95	12 3 % drs. x 1 % oz., 26 grs. x
Rim Fire, Ball-	25-21 Stevens	1.90 2.55	11/ or shilled sheet 105
		1.90 2.55	1 1/2 oz., chilled shot 1.85
BB Caps	.85 25-25 Stevens	4.50	3 ½ drs. x 1 ½ oz., 28 grs. x
OB Caps	.45 25-85 Winchester	1.20	1 % oz., chilled shot % 1.40
22 Short	.30 25-85 Short Range	1.20	16 2 % drs. x % oz., 22 grs. x
22 Short H. P	.35 25-86 Marlin	1.20	% oz., chilled shot 1.80
22 Long	.40 25 Remington Rimless.	1.00	20 2 k drs. x % oz., chilled
22 Long H.P			ehot 195
00 Tana 10/01a		1.85	shot
22 Long Rifle	7 MM Special Mauser.	1.85	21/2 drs. x % os., chilled shot 1.35
22 Long Rifle H. P	7 45 MW Dal Warran		Trap Loads
22 W. R. F			12 3 drs. x 1 1/4 oz., 7 1/4 chilled 1.85
22 W. R. F., H. P55	.60 8 MM Mauser	1.85	12 3 drs. x 1 14 oz., 7 14 chilled 1.85 3 14 drs. x 1 14 oz., 7 15 chilled 1.40
22 Win. Aute	.55 9 MM Mauser	2.05	Black Powder Loads-
22 Win. Aute		1.85	19 31/ dre v 11/ or drop shot 1 05
25 Short Stevens60	90 Damin		12 3 ½ drs. x 1 ½ oz., drop shot 1.05
	80 Remington Rimless		Caps and Primers—
25 Stevens	80 Government Rimless.		Percussion
82 Short	808 Savage	1.85	Musket Caps
82 Long70	32 Remington Rimless.	1.35	Primers, 100 in box35
88 Short 1.00	32-40 Winchester	105 100	Primers, 250 in box80
88 Long 1.00		1.05 1.20	Empty Paper Shells—Black Pow.—
41 Short 1.05	82-40 Winchester HV	1.85	12, 16, 20 Ga. per 100 1.50
	32 Winchester Slf. Ldg.	2.45	10 Ga ner 100
Center Fire Pistol-	32 Winchester Special.	1.85	10 Ga. per 100 1.65 For Smokeless Powder, Repeater er
22 Win. 88 1.30 1	1.50 88 Winchester	1.80	Mita Car
	1.35 85 Remington Rimless.	1.55	Nitro Club-
	1.75 85 Winchester	1.95	12, 16, 20, 28 Ga. per
25.20 Win 195	1.60 85 Winchester Slf. Ldg.		100
25-20 Win 1.85	1.00 OF WINCHOSTER DR. Dug.	3.05	10 Ga, per 100 2.10
	1.75 851 Winchester Slf. Ldg.		Leader or Arrow—
7.08 M.M.Madser 2	8.15 88-55 Winchester Lead.	1.80 1.55	12, 16, 20, 28 Ga 2.80
7.65 MM-Mauser 1	8.15 88-55 Winchester HV	1.65	12, 16, 20, 28 Ga 2.30 10_Ga. per 100 2.40
9 MM-Luger 2	3.30 88-56 Winchester	. 1.30 1.55	Empty Brass Shalls—
	1.85 40-60 Marlin	1.85	Rest One 1 12 16 90
82 Colts Short 1.00	1.10 40-60 Winchester	1.85 1.55	28. Box 25 2.75
82 Colts Long 1.15	1.25 40-65 Winchester	1.85 1.65	28, BOX 25 3.79
29 Coles Dollas Docitiva 115	1 95 40.70 Winehester	1.00	and Agai. 13, 10, 20,
82 Colts Police Positive. 1.15	1.25 40-70 Winchester	1.40 1.65	
	1.10 40-72 Winchester	1.40 1.65	A 909
52 S. & W. Long 1.15 1	1.25 40-82 Winchester	. 1.40 1.65	'Cardboard, box 25020
53-30 Marin 1.40]	1.80 401 Winchester Auto	1.55	Black Edge, Reg., box
82 Winchester 1.40	1.80 405 Winchester	2.20	
82-20 Win HV	1.80 45-60 Winchester	1.40	
35 S. & W. Auto	1.55 45-70-405 Government.		Black Edge, ¼ in., 125
80 D. S W. Auto	200 AK-7K Winshaden	1.40 1.60	in box
	2.20 45.75 Winchester	1.40	Black Edge, ¼ in., 350
38 Colts Short 1.25	1.35 45-90 Winchester	1.50 1.65	in box
ADZES (UNHANDLED) - Carpenters,	No. 80, 4 White. \$8.25 AUGE	RS-Greenlee	Carpenters Nut, No. 57.
each; No. 80, 41/2 White, \$8.25 eac			% % % % 1 1%
29 75 as ' No 921 4 Nierra 29 75 4	as · No 991 414 Sierre va		
22 75 and Pailmed No of D	White 88 50 each: No		\$1.00 \$1.00 \$1.15 \$1.25 \$1.85 \$1.65
\$2.75 each. Railroad, No. 30 B, 5 30 B, 5 ½ White, \$5.50 each; No. 283, 5 ½ Sierra, \$5.00 White, \$5.85 each; No. 44, 4½ Wh. 4½ White, \$4.80 each; No. 44, 4½ Wh.	White, policy enchings. Size	•	1
au B, 5% White, \$5.50 each; No	o. 205, D Bierra, \$5.00 Rac	h	\$2.00 \$2.85 \$2.65 \$4.00 \$8.00
each; No. 288, 5 % Sierra, \$3.00	each. Ship, No. 44, 4	reenlee Ship.	4 0.00
White, \$3.85 each; No. 44, 41, Wh	ite, \$8.85 each; No. 44;		A 10 11 10 10 14 17 12
41/ TV-14- 04 00 N- 45 41/	White 64 50 anch. No. 16t	ns	8-10 11-12 18 14 15 16

4½ White, \$4.00 each; No. 45, 4½ White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4½ Sierra, \$8.50 each; No. 235, 4½ Sierra, \$8.50 each; No. ANOHORS-Screws per 100, 8-16, \$4.15; 14, \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 8, 80-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22½c lb.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 23½c lb.; 50 to 59 lb., 24½c lb. With Olip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20½c lb. ANTIMONY-Slab, 45c lb.

APRONS—Carpenters—California Leg. \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. ASBESTOS-

Size 1/2	%	*	%	1	11%
Each\$1.00	\$1.00	\$1.15	\$1,25	\$1.85	\$1.66
Size	1 1/2	1%	2	2 1/2	. 8
Each	\$2.00	\$2.85	\$2.65	\$4.00	\$8.0€
Greenlee Ship.	•	•	•	•	•
	11-12	18	14	15	16
60 each\$1.60	\$1.75	\$1.75	\$1.85	\$1.95	\$2.00
62 each 1.95		2.00			2.2
16ths 17	18	19	20	21	22
60 each\$2.15	\$2.25	\$2.80	\$2.40	\$2 .50	\$2.50
62 each 2.50	2.65	2.60	2.80	3.15	8.18
16ths 28	24	25	26	27	28
60 each\$2.85	\$8.00	\$8.80	\$8.45	\$8.75	\$4.10
62 each 3.50	8.60	8.65	8.75	4.10	4.40
16ths 29	80	81	82		
60 each\$4.40	\$4.70	\$5.00	\$5.85		
62 each 4.70	5.35	5.95	6.25		

XES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, \$½-4½, \$2.75 each; Dreadnaught, 4½, \$2.75 each; Dreadnaught, 45, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3½-4½, \$3.25 each; (Continued on Page 163)

RETAIL SELLING PRICES—Continued.

		& G. ENAMELED WAL	D	
Oval Foot Baths.	1 15050	Drinking Caps.	, 22 0 2.00	Covered Bake Pans.
0\$1.15 1 1.40	250	08	222 2.50 2121 1,20	1\$.65
3 1.55	450	010 	3141 1.45	Round Bake Pans.
2.00	850 1.00	8	2161 1.75	80
Coffee Biggins.	1050 1.50	10	2201 2.25 2221 2.75	40
01	1501	1		60
00	3 501	Pieced Oups. 20\$.15	Milk Kettles. 70\$.40	Bed or Douche Pans.
030 1.20 080 1.30	4501	25	71	Bed Pans.
040 1.45	Covered Buckets. 6501\$1.05	Straight Cups.	78	1\$8.00
050 1.60 Coffee Boilers.	8501 1.40	0	74	Bread Pana.
60\$1.10	10501 1.75 1 2 501 2. 00	120	81	2 · · · · · · · · · · · · · · · · · · ·
70 1.25 80 1.50	Rd. Dinner Buckets.	Miners' Oups.	88	12
90 1.80 100 2.50	080\$1.15 040 1.25	50\$.40	86 1.05	Oblong Pans.
601 1.25	501 1.15	Measuring Cups.	51	08 8 .85
701 1.40 801 1.65	503 1.85 508 1.50	After Dinner Cups &	58 1.05	01
901 2.10 1001 2.75	Miners' Dinner	Saucers. 10\$.35	54 1.25 56 1.65	Sponge Cake Pans.
Fish Boilers.	Buckets. 10	Oups & Saucers.	Lipped Reserving	200 \$.85
218	Acme Dinner Buckets	100\$.85	Kettles.	Oblong Stove Pans.
222 5.00	140\$1.75	400	16	200
2181 4.25 2201 4.75	840 1.60	Ouspidors. 10 \$.45	18	800
2221 5.50	Oval Dinner Buckets.	20	22	350
Ham Boilers. 170\$2.75	14\$1.80	Flaring Cocca Shaped	26	425 1.00
175 8.00	81 1.60 41 1.80	Dippers. 161\$.25	80	450 1.05 475 1.15
Milk or Rice Boilers	Oblong Dinner	151	82 1.05 84 1.15	500 1.25
16 1.00	Buckets. 110\$1.65	Genuine Cocca Shaped Dippers.	36 1.85	Square Stove Pans.
18 1.15 30 1.85	111 1.75	55\$.50	40 2.00	110\$.65
22 1.50 24 1.75	118 2.10	Oup Dippers. 9 \$.25	Tea Kettles.	112
36 2.00	Aurora Dinner Buckets.	10	30	114 1.00
80 8.00	775\$1.65	11	40	115 1.15
141 1.00 161 1.10	776 1.90 875 1.90	010 \$.35	60 1.00	118 1.40
181 1.25	876 3.15	011	70 1.25 80 1.50	Square Jelly Cake Pans.
201 1.40 221 1.65	Chambers. \$.50	Windsor Dippers.	90 1.75	99\$.80
241 1.90 261 2.15	1 1/2	100\$.80	070 2.00	90
281 2.75	8	118	090 2.50 160 1.25	Jelly Cake Pans. 8 .25
861 8.50 52 1.05	Chamber Covers.	Oblong Soap Dishes.	170 1.45	9
53 1/2 1.15	11/2	Wall Soap Dishes.	180 1.65	68
58 1/4 1.85 54 1.50	8	60	Deep Ladles.	69
56 2. 00	Colanders.	Sink Drainers.	100	Mountain Cake Pans.
58 2.50 581 1.15	2	7\$.50	110	78\$.80
581% 1.85	8	Coffee Flasks.	91	80
581% 1.50	205	10\$.50	111	Oval Dish Pans. 15
541 1.65 561 3 .15	407	Round Coffee Flasks.	121	18 1.75
581 2.75	Child's Commodes.	210	Soup Ladles.	Dish Pans.
Smls. Bowls. 0-10\$.30	Covered Commodes.	Pieced Funnels.	80	80 3 .95
19-14	5\$1.50 Odorless Commodes.	09	Graduated Measures.	140 1.15
18	6\$1.65	04	11\$.50 (No Lip.)	210 1.55
22	Combinets.	05	011 45	800 3.85 400 3.5 0
24	40\$2.85 Pot Covers.	Fruit Jar Fillers.	Standard Measures.	101 95
28	4	Berlin Kettles.	08	171 1.95
Soup Bowls.	4 1/4	02	04	Rinsing Pans.
125 3.25	5%	08	05	01095
Wash Bowls. 26 \$.85	61/2	05	Jelly Moulds.	012 1.00
28	736	08 1.15	Children's Mugs.	017 1.25
33	8	010 1.85	8	Lipped Fry Pans.
86	9	021	Chamber Pails.	81
Covered Buckets.	10	041	1 61 40	88
19 \$.85	101/2	061 1.15	1.50 2 1.75 4 2.00 25 2.15 80 2.85	35
21%45	111/285	081 1.40	25 2.00	86
28	13 %45	0131 1.85	30 2.85	49
24	18	Convex Kettles.	Water Pails. 110\$1,15	50
28 1.00 80 1.25	14	214 1.25 216 1.50	112 1.85 114 1.60	52
89 1.00	15 1.00	218 1.75	116 1.85	54

RETAIL SELLING PRICES-Continued

55		_		
	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
5675	9 \$.25	58 \$.25	1650 1.90	224 7.50
36.441	10	59	1850 2.25	286 9.00
Muffin Pans.	12	60	1 .	812 9.00
406 \$.45	14		Berlin Sauce Pots.	31812.00
40855	16	Coffee Pota.	02\$.55	324
40965	18	21/2 \$.55	08	
412		8	04	33618.00
	1 22 **********************************	5	05	Bread Raisers.
Corn Cake Pans.		15	06	10\$1.75
706 \$.55	24		08 1.15	
70865	26		1 22 22 22 22 22 22 22 22 22 22 22 22 22	
709	28	85	010 1.40	17 2.85
71285	80	45	012 1.65	21 2.75
	la	55 1.05	021	101 2.00
Milk Pans.	Straight Sauce Pans.	211/255	08175	141 2.25
00\$.20	250\$.55	31	041	171 2.75
0	350	51	051 1.00	211 8.25
	45080	151	061 1.15	
· · · · · · · · · · · · · · · · · ·	650 1.00	251	081 1.85	Nesco Perfect
<u> </u>	1	851	0101 1.65	Roasters.
20	Shallow Stew Pans.	451 1.00	0121 1.85	150\$2.50
80	8 \$.80		0101 1.05	180 3.25
<u>4040</u>	4	551 1.15	Convex Sauce Pots.	200 4.20
50	5	05	212	1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
6055	6	015 1.00		Grocers' Scoops.
80		025 1.15		2
100	Deep Stew Pans.	085 1.20		3
12085	14 8 .85	045 1.85	218 1.75	4
	· · · · · · · · · · · · · · · · · ·	055 1.50	220 2.00	
Pudding Pans.		051 1.00	222 2.50	, ,
50\$.25		0151 1.05	2121 1.20	
100	20	0251 1.15	2141 1.40	30
721 ***********	22	0351 1.80	2161 1.75	40
	Molasses Pitchers.		2181 2.00	50 1.00
	601 \$.55		2201 2.25	Flat Skimmers.
800		0551 1.55	2221 2.75	
40040	Convex Water	Tea Pots.		' • · · · · · · · · · · · • • · · · · ·
50050	Pitchers.		Oval Sauce Pots.	10
60055	401\$.60	00	2\$2.00	11
80065	402	01	3 2.25	12
100070	408	0	4 2.50	Spittoons.
	404	10	20 2.25	200\$.85
Pus Pans.	405	20	80 2.50	
1\$.50		30		
255		40	40 2.75	Club Spittoons.
8	. Water Pitchers.			
			Straight Sauce Pots.	100
20		50 1.05		100\$1.25
80	5\$1.00	50 1.05 00160	014\$.50	Hotel Spittoons.
Berlin Sauce Pans.	5\$1.00 10 1.15	50 1.05 001 60 011 65	014\$.50 016	Hotel Spittoons. 150\$2.50
Berlin Sauce Pans.	5\$1.00 10 1.15 20 1.25	50 1.05 001 60 011 65 011/4 70	014\$.50 01665 01870	Hotel Spittoons. 150\$2.50 Basting Spoons.
Berlin Sauce Pans. 02\$.55 03 65	5\$1.00 101.15 201.25 070	50 1.05 001 60 011 65 01½ 70 101 80	014\$.50 01665 01870 02085	Hotel Spittoons. 150\$2.50 Basting Spoons.
Berlin Sauce Pans. 02 \$.55 0365 0475	5 \$1.00 10 1.15 20 1.25 0	50 1.05 001 60 011 65 01½ 70 101 80 201 85	014 \$.50 01665 01870 02085 022 1.00	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15
Berlin Sauce Pans. 02\$.55 03	5	50 1.05 001 60 011 65 01½ 70 101 80	014 \$.50 016 .65 018 .70 020 .85 022 .1.00 024 .1.25	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$15 12
Berlin Sauce Pans. 02	5	50 1.05 001 60 011 65 01½ 70 101 80 201 85 801 95	014	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15 1220 1420
Berlin Sauce Pans. 02\$.55 0365 0475 0585 0695	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2	50 1.05 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 1.05	014 \$ 50 016	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15 12
Berlin Sauce Pans. 02	5 \$1.00 10 1.15 20 1.25 0 70 1 80 2 90 8 1.05 4 1.20 6 2.00	50 1.05 001 60 011 65 01½ 70 101 80 201 85 801 95 401 1.05 501 1.15	014	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15 1220 1420 1625
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 1.15 010 1.85	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2	50 1.05 001	014	Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$.15 12
Berlin Sauce Pans. 02 \$.55 03	5	50 1.05 001 60 011 65 0114 70 101 80 201 85 801 95 401 1.05 501 1.15 1000 95	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55	50 1.05 001 .60 0011 .60 0114 .70 101 .80 201 .85 801 .95 401 1.05 501 1.15 1000 .95 1010 1.00	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 031 .75	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75	50 1.05 001 .60 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 1.05 501 1.15 1000 .95 1010 1.00 1020 1.15	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 0365 0475 0585 0695 081.15 010 . 1.85 012 . 1.65 02165 03175 04190	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates.	50 1.05 001 60 011 65 0114 70 101 80 201 85 801 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1080 1.25	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .65 021 .65 031 .75 041 .90 051 1.00	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates.	50 1.05 001	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 031 .75 041 .90 051 .1.00	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates.	50 1.05 001 60 001 60 011 65 0114 70 101 80 201 85 801 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1080 1.25 1040 1.40 1050 1.55	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 061 1.15 081 1.15	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 12 \$20 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$50
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .65 021 .65 031 .75 041 .90 051 .100 061 .1.15 081 .1.40 0101 1.65	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . \$1.75 Dinner Plates. 19 . \$.25 20 . 35	50 1.05 001 .60 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.15 1000 .95 1010 .1.00 1020 .1.5 1080 .1.25 1040 .1.40 1050 .1.55 2000 .1.00 2010 .1.00 2010 .1.10	014	Hotel Spittoons. 150
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .65 021 .65 031 .75 041 .90 051 .100 061 .1.15 081 .1.40 0101 1.65	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20	50 1.05 001 .60 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.15 1000 .95 1010 .1.00 1020 .1.5 1080 .1.25 1040 .1.40 1050 .1.55 2000 .1.00 2010 .1.00 2010 .1.10	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.35 Tea Steepers. 2 \$50 Handy Strainers.
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 021 .65 021 .65 031 .75 041 .90 051 1.00 061 1.15 081 1.40 0101 1.65 0121 1.65	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . \$1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18 .25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2 \$.50 8 \$.55 Handy Strainers. 140 \$15
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 061 1.15 081 1.40 0101 1.65 011 1.65 011 1.65 011 1.85 011 1.85	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$.25 2030 Pie Plates. 27 . \$.20 2820	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.35 Tea Steepers. 2 \$50 Handy Strainers.
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 051 1.15 081 1.45 0101 1.85 0101 1.85 0100 .85 0	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.35 9 \$1.35 Tea Steepers. 2 \$55 Handy Strainers. 140 \$\$15
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 051 1.10 061 1.15 081 1.40 0101 1.65 011 1.65 011 1.65 011 1.65	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$ 25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 20 29	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 061 1.15 081 1.40 0101 1.65 011 1.65 011 1.65 011 1.85 011 1.85	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$.25 20 . 30 21 . 35 Pie Plates. 27 . \$.20 28 20 29	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18 .25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2\$ 55 Handy Strainers. 140 \$15 Gravy Strainers. 2\$ 35 Jelly Strainers.
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 051 1.10 061 1.15 081 1.40 0101 1.65 0121 1.65 011 1.65 011 1.75	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 30 21 . 30 21 . \$20 28 . 20 29 . 25 30 . 30 31 . 35	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 031 .75 041 .90 051 .1.15 081 .1.40 0101 .1.85 Comb. Dbl Sauce Pans. 1 .\$1.50 11 .1.75 Comb. Triple Sauce	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 25 30 . 30 31 . 35 39 . 25	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$50 3 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 20 \$30
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 051 1.10 061 1.15 081 1.40 0101 1.65 011 1.85 Comb. Dbl Sauce Pans. 1 .75 Comb. Triple Sauce Pans.	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$.25 2030 2135 Pie Plates. 27 . \$.20 2925 3030 3135 3925 4030	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 021 .65 031 .75 041 .90 051 .1.15 081 .1.40 0101 .1.55 081 .1.40 0101 .1.65 0121 .1.85 Comb. Dbl Sauce Pans. 1 \$1.50 11 .1.75 Comb. Triple Sauce Pans. 10 .\$2.25	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 20 29 . 25 30 . 30 31 . 35 39 . 25 40 . 30 41 . 35	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 031 .75 041 .90 051 .1.15 081 .1.40 0101 .1.85 Comb. Dbl Sauce Pans. 1 .\$1.50 11 .1.75 Comb. Triple Sauce Pans. 10 .\$2.25 101 .2.50	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 20 29 . 25 30 . 30 31 . 35 39 . 25 40 . 30 41 . 35 Lebanon Pie Plates.	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$.50 3 \$.55 Handy Strainers. 140 \$.55 Handy Strainers. 2 \$.50 Gravy Strainers. 2 \$.50 Jelly Strainers. 2 \$.55 Jelly Strainers. 2 \$.50 Cake Turners. 13 \$.55
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 021 .65 031 .75 041 .90 051 .1.15 081 .1.40 0101 .1.55 081 .1.40 0101 .1.65 0121 .1.85 Comb. Dbl Sauce Pans. 1 \$1.50 11 .1.75 Comb. Triple Sauce Pans. 10 .\$2.25	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 20 29 . 25 30 . 30 31 . 35 39 . 25 40 . 30 41 . 35 Lebanon Pie Plates.	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 1.85 012 1.65 021 .65 031 .75 041 .90 051 1.00 061 1.15 081 1.40 0101 1.65 011 1.85 Comb. Dbl Sauce Pans. 1 .75 Comb. Triple Sauce Pans. 10 .\$2.25 101 .\$2.50 Sauce Pans.	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$ 25 20 . 30 21 . 35 Pie Plates. 27 . \$ 20 29 . 25 30 . 30 31 . 35 39 . 25 40 . 30 41 . 35 Lebanon Pie Plates. 47 . \$ 25 Lebanon Pie Plates. 47 . \$ 25	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$55 Handy Strainers. 2 \$35 Jelly Strainers. 2 \$35 Jelly Strainers. 2 \$35 Cake Turners. 13 \$15 Female Urinals.
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .65 031 .75 041 .90 051 .1.00 061 .1.15 081 .1.40 0101 .1.65 0121 .1.85 Comb. Dbl Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 10 .\$2.25 101 .2.50 Sauce Pans. 162 .55	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 20 29 . 25 30 . 30 31 . 35 40 . 30 31 . 35 Lebanon Pie Plates. 47 . \$25 48 . 25 48 25	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18 .25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2\$.50 3 .55 Handy Strainers. 140 .\$15 Gravy Strainers. 2\$.35 Jelly Strainers. 20 \$30 Cake Turners. 20 \$30 Female Urinals. 1 \$2.00
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .1.65 021 .65 031 .75 041 .90 051 .1.00 061 .1.15 081 .1.40 0101 .1.65 0121 .1.85 Comb. Dbl Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 1 .2.55 101 .2.50 Sauce Pans. 10 \$2.25 Sauce Pans. 162 .\$.55	5	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.35 9 \$1.50 Tea Steepers. 2 \$50 3 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 2 \$30 Cake Turners. 13 \$30 Cake Turners. 14 \$20 Female Urinals. 1 \$2.00 Male Urinals.
Berlin Sauce Pans. 02 \$.55 03 .65 04 .75 05 .85 06 .95 08 .1.15 010 .1.85 012 .65 031 .75 041 .90 051 .1.00 061 .1.15 081 .1.40 0101 .1.65 0121 .1.85 Comb. Dbl Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 1 .1.75 Comb. Triple Sauce Pans. 10 .\$2.25 101 .2.50 Sauce Pans. 162 .55	5 . \$1.00 10 . 1.15 20 . 1.25 0 . 70 1 . 80 2 . 90 8 . 1.05 4 . 1.20 6 . 2.00 Pitchers & Bowls. 100 . \$1.55 200 . 1.75 Dinner Plates. 19 . \$25 20 . 30 21 . 35 Pie Plates. 27 . \$20 28 . 20 29 . 25 30 . 30 31 . 35 40 . 30 31 . 35 Lebanon Pie Plates. 47 . \$25 48 . 25 48 25	50 1.05 001	014	Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 20 14 20 15 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2 \$.50 8 .55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$.30 Cake Turners. 20 \$.30 Cake Turners. 13 \$.55 Female Urinals. 1 \$2.00

(Continued from Page 161)

Tuff Temper, 4-5, \$3.50 each, Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3½-4½, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3-4, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Quaker City, 3-4, \$2.75 each; Tuff Temper, 3-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3-4, \$2.50 each; Freighters, 3-F, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-F, \$2.50 each; \$2.50 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—% x 18, 50c each; Goose Neck No. 3659—% x 24, 75c each; Goose Neck No. 3662—% x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$3.00 each; No. 1662, \$3.35 each. Ever Ready same price as Columbia.

BIBBS-Compression-

BITS—Auger								
Size 16ths.	8	4-8	9-10	10-12	18-14	14-16	18	20
31List.								
Doz	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell.								
Each	.45	.40	.45	.50	.75	.90	1.10	1.20
100—List.								
Doz	6.00	5 .00	6.00	7.00	8.25	9.50	12.00	14.00
100-Sell.								
Each	.45	.40	.45	.50	.75	.90	1.10	1.20
101-List.								
Doz		5.00	6.00	7.00	8.25			
101—Sell.								
Each		.40	.45	.50	.75			

RETAIL SELLING PRICES—Continued

Philipp diving	PRICES—Continued
BITS—Auger—Continued.	BOLTS-
Size 16tns. 8 4-6 7 8 9 10 11-12 13-14 85—List.	Common Carriage—3-16 & ¼-in. 5-16-in. ¾-in. ½-in. Doz. 100 Doz. 100 Doz. 100 Doz. 100
Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.00	1-11/4
85—Sell. Each80 .25 .80 .85 .40 .45 .50 .60	220 1.10 .25 1.52 .80 2.06 .55 8.74 21420 1.20 .30 1.64 .85 2.22 .60 8.87
Size 16ths	320 1.80 .80 1.76 .85 2.88 .60 4.02 3½25 1.40 .80 1.88 .40 2.54 .65 4.85
Doz 9.00 10.50 12.00 18.50 15.00	425 1.50 .80 2.00 .40 2.70 .70 4.67
85—Sell. Each	4½
Size 16ths. 4-6 7 8 9 10 11 12 18 47—List.	5 1/480 1.80 .40 2.86 .50 8.18 .85 5.62
Doz 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50	61/285 2.15 .45 2.80 .55 8.72 .90 6.26
47—Sell. Each45 .65 .75 .90 .95 1.00 1.10 1.15	785 2.40 .45 8.11 .60 4.10 .95 6.59 7½40 2.75 .50 8.24 .65 4.82 1.00 6.90
Size 16ths 14 15 16 47—List.	840 8.05 .50 8.87 .65 4.54 1.05 7.20 8½55 8.51 .70 4.72 1.10 7.87
Doz	955 8.65 .75 4.90 1.15 7.54
Each 1.20 1.30 1.40	9½60 8.79 .80 5.08 1.20 8.02 1060 8.92 .80 5.27 1.25 8.50
Size 16ths. 5-8 9 10 11 12 13 14 15 58—List.	BOLTS-
Dox11.25 12.50 18.75 15.60 16.25 17.50 19.00 20.50 58—Sell.	Machine Square Head and Nut-
Each 1.85 1.50 1.65 1.80 1.90 1.95 2.85 2.45	½ in. 5-16-in. ¾ in. 7-16-in. Dos. 100 Dos. 100 Dos. 100 Dos. 100
Solid Center, in Sets—11114, \$1.60 set; 15, \$8.55 set; 26, \$5.40 set; 35, \$7.90 set; 85 C, \$5.00 set.	1-11/425 1.70 .80 2.00 .85 2.40 .40 2.86
Irwin, in Sets—53, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. Russell Jennings, in Sets—4520½, \$4.90 set; 4582½,	¼-in. %-in. %-in. .60
4582 % O, \$8.25 set; 4720 %, \$5.10 set.	%-in. 5-16-in. %-in. 7-16-in.
BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5,	225 1.78 .80 2.12 .85 2.56 .45 8.06 ½-in. %-in. %-in.
85c each; No. 5, 80c each; No. 7, 25c each.	.65 3.78 .85 5.69 1.80 8.42 14in. 5-16-in. 14in. 7-16-in.
BELLS—2 1/2-inch, Nonpareil, 60e each; 8-inch, Nonpareil, 70e each.	21/2 80 1.86 .85 2.24 .40 2.72 .50 8.27
BEVELS-Sliding T-No. 18: 6-in., 75e 8-in., 90e; 10-in.,	½-in %-in. %-in. .70 4.10 .90 5.89 1.40 8.99
\$1.00. No. 25: 6-in. 50c; 8-in., 55e; 10-in., 60e; 12-in., 65e; 14-in., 75c.	¼-in. 5-16-in. %-in. 7-16-in.
BLOOKS-Wood Tackle.	8 80 1.94
Com. Com. Com. Pat. Pat. Pat. Sngl. Dbl. Triple Sngl. Dbl. Trpl.	.70 4.47 .95 6.08 1.45 9.55
8-inch\$.50 \$1.45 \$1.90 \$1.10 \$2.20 \$3.20 4-inch	%-in. 5-16-in. %-in. 7-16-in. 8%30 2.02 .40 2.48 .45 3.04 .55 3.67
4-inch95 1.75 2.85 1.80 2.50 8.60 5-inch 1.00 1.90 2.50 1.40 2.80 8.85 6-inch 1.20 2.20 8.30 1.65 3.15 4.85	%-in. %-in. %-in. .75 4.78 1.05 6.66 1.55 10.10
7-inch 1.45 2.65 8.85 1.65 8.65 5.50	%·in. 5-16-in. %·in. 7-16-in.
8-inch 1.80 8.10 4.65 2.50 4.50 6.60 10-inch 8.00 4.90 6.85 8.85 6.60 9.85	430 2.10 .40 2.60 .45 3.20 .60 3.88 ½-in. %-in. %-in.
12-inch 4.85 8.25 11.70 5.80 10.00 14.50	.80 5.00 1.10 7.24 1.60 10.66
BLOCKS—Steel Tackle	.80 5.00 1.10 7.24 1.60 10.66 % in. 5-16-in. % in. 7-16-in.
BLOCKS—Steel Tackle Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85	.80 5.00 1.10 7.24 1.60 10.66 4in. 5-16-in. %-in. 7-16-in. 4.1
BLOCKS—Steel Tackle Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85	.80 5.00 1.10 7.24 1.60 10.66 %-in. 5-16-in. %-in. 7-16-in. 4%85 2.20 .45 2.75 .50 3.40 .65 4.08
BLOCKS—Steel Tackle Single Double Size 8 ingle Double 8 inch 8 90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 3.26	.80 5.00 1.10 7.24 1.60 10.66 ½-in. 5-16-in. %-in. 7-16-in. 4½85 2.30 .45 2.75 .50 3.40 .65 4.08 ½-in85 5.36 1.15 7.62 1.70 11.22 ½-in. 5-16-in. %-in. 7-16-in. 585 2.80 .45 2.90 .50 3.59 .70 .428
BLOCKS—Steel Tackle Single Double Size 3.90 \$1.50 3-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 8.00 5.00	1.60 1.06 1.10 7.24 1.60 10.66 1.60
BLOCKS—Steel Tackle Single Double Size Single Double 8-inch \$ 90 \$1.50 4-inch 1.00 1.85 5-inch 1.125 2.35 8-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch 6-inch \$3.00	1.60 1.066 1.10 7.24 1.60 10.66 1.65
BLOCKS—Steel Tackle Single Double Size \$.90 \$1.50 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.125 2.35 3-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch. \$3.00 \$3.00 6-inch \$3.00 \$4.55 10-inch 6.35 \$3.50	1.60 1.06 1.07 1.06
BLOCKS—Steel Tackle Single Double 8 ize 8 .90 \$1.50 3 inch 1.00 1.85 4 inch 1.10 2.00 6 inch 1.25 2.25 8 inch 1.85 3.25 10 inch 8.00 5.00 BLOCKS—Wood Snatch 3.00 4.85 6 inch 4.85 4.85 10 inch 6.35 2.1 inch 12 inch 7.50 2.2 inch	1.00 1.10 7.24 1.60 10.66
BLOCKS—Steel Tackle Single Double Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 3-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch 6.inch \$3.00 6-inch 4.85 10-inch 4.85 10-inch 6.35 12-inch 7.50 BLOWERS—No. 400 Champion, \$\$5.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. ROARDS, IRONING—	1.0 1.0
BLOCKS—Steel Tackle Single Double Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 3-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch 6.inch \$3.00 6-inch 4.85 10-inch 4.85 10-inch 6.35 12-inch 7.50 BLOWERS—No. 400 Champion, \$\$5.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. ROARDS, IRONING—	1.00 1.10 7.24 1.60 10.66 1.60
BLOCKS—Steel Tackle Single Double Size Single Double 3-inch \$.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 3-inch 1.85 3.25 10-inch 8.00 5.00 BLOCKS—Wood Snatch 6.inch \$3.00 6-inch 4.85 10-inch 4.85 10-inch 6.35 12-inch 7.50 BLOWERS—No. 400 Champion, \$\$5.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. ROARDS, IRONING—	1.0 1.0
BLOCKS—Steel Tackle Single Double 8 ize 8 .90 \$1.50 3 inch 1.00 1.85 4 inch 1.10 2.00 6 inch 1.25 2.25 8 inch 1.85 3.25 10 inch 8.00 5.00 BLOCKS—Wood Snatch 3.00 4.85 6 inch 4.85 4.85 10 inch 6.35 2.1 inch 12 inch 7.50 2.2 inch	1.0 1.0 7.24 1.60 10.66 1.10 7.24 1.60 10.66 1.10 7.24 1.60 10.66 1.25 1.65 1.25
BLOCKS—Steel Tackle Size Size Size Single Double 3-inch 3.90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 2.25 3-inch 1.85 3.25 10-inch 8.00 S-inch 3.00 S-inch 6-inch 4.35 10-inch 5-inch 5-inch 5-inch 6-inch 8.00 S-inch 6-inch 8.00 S-inch 8.00 S-inch 9.10-inch 8.00 S-inch 1.35 12-inch 1	1.0 1.0
BLOCKS—Steel Tackle Single Double Size Size Single Double Size	1.00 1.10 7.24 1.60 10.66 1.65
BLOCKS—Steel Tackle Single Double Size Single Double Size Single S	1.00 1.10 7.24 1.60 10.66 1.10 7.16 1.10 1.61 1.10
BLOCKS—Steel Tackle Single Double Size Single Double Size Single Double Size S	1.00 1.10 7.24 1.60 10.66 1.10 7.24 1.60 10.66 1.25 1.65 1.25
BLOCKS—Steel Tackle Single Double Size Single	1.00 1.10 7.24 1.60 10.66 1.65
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4.inch 1.00 1.85 56.inch 1.10 2.00 66.inch 1.25 2.25 2.25 8.inch 1.25 2.25 2.25 8.inch 1.85 3.25 3.25 10.inch 1.85 3.25 3.25 10.inch 3.00 5.00 S.00 S	1.00 1.10 7.24 1.60 10.66 1.65
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4.inch 1.00 1.55 55.inch 1.10 2.00 65.inch 1.25 2.25 2.25 85.inch 1.25 2.25 2.25 85.inch 1.85 2.25 2.25 85.inch 1.85 2.25 2.25 85.inch 1.85	1.00 1.10 7.24 1.60 10.66 7.16-in. 1.4 in.
BLOCKS—Steel Tackle Size Single Single Jouble 3-inch 3-90 \$1.50 4-inch 1.00 1.85 5-inch 1.10 2.00 6-inch 1.25 3.25 3-inch 1.85 3.25 3-inch 1.85 3.25 3-inch 1.85 3.25 3-inch 3.00 5.00 BLOCKS—Wood Snatch 6-inch 3.00 5-inch 4.85 10-inch 5.00 BLOCKS—Wood Snatch 6-inch 7.50 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$22.00; Royal. \$30.00. BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal. \$30.00. BOARDS, IRONING— With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 20, Springer, 60x15 in, sleeve board, \$2.75 each; No. 20, Springer, 54x13 in, sleeve board, \$2.75 each; No. 20, Springer, 54x13 in, sleeve board, \$2.25 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.00 each; No. 40, Springer, 50x12 in, no sleeve board, \$2.15 each; Shot, \$1.25 each; 6 foot, \$1.50 each; \$1.00 each; \$2.42, \$1.05 each; \$2.42, \$1.50 each; \$2.82, \$1.40 each; \$2.42, \$1.05 each; \$2.42, \$1.05 each; \$2.82, \$1.40 each; \$2.52 each Wood Lined—No. 80—24x24, \$1.75 each; \$2.626, \$2.10	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.14 1.60 10.66 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.16 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4.inch 1.00 1.85 55-inch 1.10 2.00 6-inch 1.25 2.25 3.25	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.16-in. 1.16-in. 1.1
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4-inch \$.90 \$1.50 \$4-inch \$.90 \$1.50 \$4-inch \$.90 \$1.50 \$4-inch \$.90 \$1.50 \$5-inch \$.1.00 1.85 \$5-inch \$.1.25 \$2.25 \$8-inch \$.1.25 \$2.25 \$8-inch \$.1.25 \$2.25 \$8-inch \$.1.85 \$3.25 \$10-inch \$8.00 \$5.00 \$8.00 \$5.00 \$8-inch \$8.00 \$5.00 \$8-inch \$8.00 \$5.00 \$8-inch \$8.00 \$8-i	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.16 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4-inch 1.00 1.85 5-inch 1.100 1.85 5-inch 1.100 1.85 5-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.25 2.25 8-inch 1.85 3.25 10-inch 1.85 3.25 10-inch 3.00 5.00 BLOCKS—Wood Snatch 5.00 5.00 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00 BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00 Sold Springer, 50.15 5.00	1.00 1.10 7.24 1.60 10.66 1.10 7.16 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$4.inch 1.00 1.85 55-inch 1.10 1.85 2.25 55-inch 1.25 2.25 85-inch 1.25 2.25 85-inch 1.25 2.25 85-inch 1.85 3.26 10-inch 1.85 3.26 12-inch 1.85 3.20	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.16 1.10 7.16 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50 \$1.50 \$4.inch 1.00 1.85 55.inch 1.10 2.00 6.inch 1.25 2.25 8.inch 1.25 3.25 8.inch 1.85 3.25 3.25 3.inch 1.85 3.25	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.15 7.16-in. 1.10 1.12 1
BLOCKS—Steel Tackle Single Double Sinch \$,90 \$1,50	1.00 1.10 7.24 1.60 10.66 7.16-in. 1.10 1.10 7.16-in. 1.10 1.10 7.16-in. 1.10 1.10 7.12 7.16-in. 1.11 7.12 7.16-in. 1.12 7.16-in. 1.13 7.16-in. 1.14 7.16-in. 1.15 7.16-in. 1.16 7.16-in. 1.17 7.18-in. 1.18 7.18-in. 1.19 7.18-in. 1.10 7.12 7.16-in. 1.10 7.12 7.16-in. 1.11 7.12 7.16-in. 1.12 7.16-in. 1.13 7.16-in. 1.14 7.16-in. 1.15 7.16-in. 1.16 7.16-in. 1.17 7.18-in. 1.18 7.16-in. 1.19 7.18-in. 1.10 7.12 7.16-in.
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50	1.00 1.10 7.24 1.60 10.66 1.10 7.14 1.60 10.66 1.10 7.14 1.60 10.66 1.10
BLOCKS—Steel Tackle Single Double Sinch \$.90 \$1.50	1.00 1.10 7.24 1.60 10.66 1.10 7.16 1.10

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RETAIL SELLING PRICES-Continued

	BELLIN SEMENTAGE	PRICES—Continued.	
BOTTLES-Vacuum.	Thermos. Universal.	616 4.75	Scrub
10	81.75 61 81.75	618 5.50	Alligator
10q	2.75 62 2.75 2.00 21 2.00	Hand or Nail	Bird
11q	8.25 22 8.25	Daisy	Cat
14	2.25 71 2.25	Windsor	Crusier
15 1/4	9.75 Q1 RAA	Collie	Gem
15	8.00 92 4.50	Hound	Goose
• • • • • • • • • • • • • • • • • • • •	8.25 82 5.00	Mastiff	Monitor
6q	5.00	Spaniel	Mouse
Fillers—Thermos and Universal.	41.05	St. Bernard	501
I Pint	1.50	Wolf	510
1 yuare	2.5 0	73	601
591 G SUD	\$8.00 \$10 \$8.25	78 P	604
892 & 896. 893 & 897	R.25 410 R.50	800	Shoe 00
594 @ 598	4.25	Kalsomine 240 5.50	2
BRACKETS—SheH—		310 1.75	14
	B. P.— Pair 4	Marking 1	22
4x 5	5	2	88
5x 7	7	3	608
7x 9	9	5	Sink Magic
8x10	0	6	Owl
12x14 1.00 12x1	4 1.25	Paint 151 2 1/2	1 Pot (0)
16x18 2.25 N.1	P. & O.C. same as B.P.	3 	Shaving
BRACES—		3 ½	124
P. S. & W. BRACES—508, 95c each;	o10, \$1.05 each; \$308,	155 3	125
\$1.85 each; 3310, \$2.00 each; 87 \$2.50 each; 3712, \$2.60 each; 46	08, \$3.00 each; 4610,	3 ½	221
\$3.25 each; 4612, \$3.50 each; 5008, each; 5012, \$4.25 each; 5014, \$4.50 7010, \$4.15 each; 7012, \$4.35 each;	\$3.85 each; 5010, \$4.10	4 1/2	222 1.25 250
7010, \$4.15 each; 7012, \$4.35 each;	8208, \$5.25 each; 8210.	159 2½	252 2.75
\$5.50 each; 8212, \$5.75 each.		3 1/2	260 2.00 275
BOXES-Mitre-		4	310
Goodell— Each 2 285 19.90 50	Stanley— Each 10.50	165 3	349
305 20,00 246		4 1.60 4 ½ 2.00	357
306		228 3½ 1.60 4 1.85	491
Langdon 8	tar	41/2 2.60	492
	3.75	Roofing	500
			2731
74 23.00 8	tearn's Perfection-	401 1.40 404 1.65	
74 28.00 8 75 24.00 20	tearn's Perfection—8.25	404 1.65 Sash	6870
74	tearn's Perfection— 8.25 ½-lb. pkgs. ½-lb. pkgs.	404 1.65 Sash 20 2	6870
74	tearn's Perfection	404	870
74		404	870
74		404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00	5870
74		404	6870
74		404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 75 3 60 7 85 1510, Squeegee 30	5870
74		404 1.65 Sash 20 220 420 625 835 Wind 0075 360 785 1510, Squeegee30 BUOKETS—	Stencil 408 4
74		404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 75 8 60 7 85 1510, Squeegee .30 BUOKETS— Common Galv. Each 8 3.40	Stencil 408 4
74		404 1.65 Sash 20 220 420 625 835 835 Wind 0075 3	Stencil 408 4
74		404 1.65 Sash 20 220 420 625 835 Wind 0075 360 785 1510, Squeegee30 BUCKETS— Common Galv. Bach 840 1050 1260	Stencil 408 4
74	Rearn's Perfection	404 1.65 Sash 20 2.0 4	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 2.0 4	Stencil 25 6
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74		404 1.65 Sash 20 20 4 20 20 6 25 8 35	Stencil 408 4
74		404 1.65 Sash 20 20 4 20 6 25 8 35	Stencil 408 4
74		404 1.65 Sash 20 20 4 20 6 25 8 35	Stencil 408 4
74		404 1.65 Sash 20 20 4 20 6 25 8 35	Stencil 408 4
74		404 1.65 Sash 20 20 4 20 6 25 8 35	Stencil 408 4
74	Rearn's Perfection	1.65 Sash 20 2 20 4 20 20 6 25 8 35 8 35 8 35 8 35 8 35 35	Stencil 408 4
74		404 1.65 Sash 20 2	Stencil 408 4
74	Rearn's Perfection	1.65 Sash 20 2 20 4 20 20 6 25 8 35 8 35 8 35 8 35 8 35 8 35 35	Stencil 408 4
74	Rearn's Perfection	404 1.65 Sash 20 2	Stencil 408 4
74		1.65 Sash 20 2 20 4 20 20 6 25 8 35 8 35 8 35 8 35 8 35 8 35 35	Stencil 408 4
74	Rearn's Perfection	404 1.65 Sash 20 2	Stencil 408 4
74		Sash 20 2 20 4 20 6 25 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 8 35 35	Stencil 408 4

RETAIL SELLING PRICES—Continued

CATCHES—Continued. Friction Cabinet
01820 %, EA
21
Show Case 1
8278 ¼
4433, SHA, E
4433 ¼, SHA, E 80 8433, E
4433 %, SHA, KF 30 8433 %, SHA, E75
4433 %, SHA, KF
4442 ½, R, EA25
Size Pair Size Pair
3 x30\$5.65 5 x36
3½ x32 6.90 3½ x36
4 x31 7.50 4 x34 18.50 4 x32 7.50 4 x36 19.75
4 x33 8.20 5 x36
4 x36 9.30 6 x4026.00
4½x33 9.00 6 x4227.00 4½x34 9.30 Wood Cross Chains
4½ x3510.00 weed Cross Chains
4½x36
Rid-O-Skid 41/2
3 x30 3.75 5
3 ½ x32
4 x32
4 x33
Single Solid Truck Dual
3 ½ x32 \$9.50 4 37.00 4 x3 ½ 12.50 5 43.00
4 x36
G-0. 18c ft.; 5-0, 13c ft.; 4-0, 12c ft.; 3-0, 11c ft.; 2-0, 10c
CHAIN—German Straight Link (coil)— 6.0, 18c ft.; 5.0, 13c ft.; 4.0, 12c ft.; 3.0, 11c ft.; 2.0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7½c ft. Norway Straight Link (coil)—½, 20c lb.; %, 20c lb.;
We have the control of the control o
34. 18c lb. Passing Link (coil)—4-0, 13c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 black, 32c lb.; 34, 27c lb.; 5-16, 24c lb.; 34, 22c lb.; 7-16, 20c lb.; 34, 18c lb.; 34, 18c lb.; 34, 18c lb. Proof Twisted Link (coil)—3-16 black, 33c lb.; 34, 28c lb.; 5-16, 24c lb.; 36, 23c lb.; 7-16, 22c lb. B. B. Proof Straight Link (coil)—5-16, 27c lb.; 36, 25c lb.; 32c lb.; 34, 21c lb. Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft.
18c 10.; %, 18c 10. Proof Twisted Link (coil)—8-16 black, 38c lb.; ¼, 28c lb.; 5.16 24c lb.; ¾, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 27c lb.; %, 25c lb.; ½, 23c lb.; %, 22c lb.; %, 21c lb.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c
yd.; 8 Iron, 15c yd.; 6 Iron, 15c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c
yd.; 113 Brass, 25c yd.; 112 Brass, 80c yd.; 110 Brass,
45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0,
25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd. Sash01 Copper Plated, 4c ft.; 02 Copper Plated, 8c ft.;
XXXX Copper Plated, 25c ft.; 02P Steel Plain, 21/2c ft.;
45c yd.; Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd. Sash01 Copper Plated, 4c ft.; 02 Copper Plated, 3c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set.
CHALK—Carpenters, per piece, 21/2e. School Crayon, per gross 50c; 6 for 5c.
CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided
CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c: size 220, 5c. 50-ft. bal . size 150, each 10c; size 250, each 10c; size 250, each 10c.
CHECKS—Door—All Makes, Liquid Checks—A-11, (4.25; B-12, \$5.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.
hold open arm, add 75c each. CHISELS (CARPENTERS)—P. S. and W. Butt. No. 170. 4.
noid open arm, and 75c each. GHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, %-inch, 75c each; 1-inch, 85c each; 1½-inch, 95c each; 1½-inch, \$1.00 each; 1½-inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W., Corner, No. 165, %-inch, \$2.35 each; %-inch, \$2.50 each; 1-inch, \$2.75 each; 1½-inch, \$3.00 each. P. S. and W., Firmer, No. 100 Plain, ½, ½-inch, 60c each; ½-inch, 65c each; ½-inch, 65c each; ½-inch, 5½-inch, 65c each; 1½-inch, 8½-inch, 5½-each; 1½-inch, \$1.05 each; 1½-inch, \$1.15 each. 15 Beveled. ½, ½-inch, 75c each; ½-inch, 85c each; ¾-inch, 90c each; ½-inch, 95c each; ½-inch, \$1.05 each; 1½-inch, \$1.15 each; 1½-inch, \$1.05 each; 1½-inch, \$1.15 each; 1½-inch, \$1.20 each; 1½-inch, \$1.35 each; 1½-inch, \$1.15 each; 1½-inch, \$1.20 each; 12-inch, \$1.35 each.
r. s. and w., Corner, No. 105, %-inch, \$2.35 each; %-inch, \$2.50 each; 1-inch, \$2.75 each; 1 %-inch, \$3.00 each.
M. inch, 65c each; % inch, 70c each; % inch, 75c each; 1-
inch, 80c each; 1% inch, 85c each; 1% inch, 95c each; 1% inch, \$1.05 each; 2-inch, \$1.15 each.
15 Beveled, 14, 14 inch, 75c each; 14 inch, 85c each; 14 inch, 90c each; 14 inch, 95c each; 14 inch, 95c each; 14
inch, \$1.05 each; 11/4-inch, \$1.15 each; 11/4-inch, \$1.20 each; 2 inch, \$1.35 each
2 inch, \$1.35 each. P. S. and W., Firmer (sets)—No. 116, 6, ¼ to 2 Plain, \$5.50 set; 112, 12, ¼ to 2 Plain, \$10.50 set; 106, 6, ¼ to 2 Bevel, \$8.50 set; 132, 12, ¼ to 2 Bevel, \$18.00 set.
2 Bevel, \$8.50 set; 132, 12, 1/2 to 2 Bevel, \$18.00 set.

PRICES—Continued.
P. S. and W., Framing—No. 30, ¼, ½-inch, 85c each; %-inch, 90c each; ¾-inch, \$1.00 each; ¾-inch, \$1.05 each; 1¼-inch, \$1.25 each; 1¼-inch, \$1.85 each; 1¼-inch, \$1.85 each; 1¼-inch, \$1.60 each; 2.10ch, \$1.60
P. S. and W., Framing—No. 30, ¼, ¼-inch, 85c each; %-inch, 90c each; ¼-inch, \$1.00 each; ¼-inch, \$1.05 each; 1:inch, \$1.15 each; 1½-inch, \$1.25 each; 1:inch, \$1.35 each; 1:inch, \$1.65 each. P. S. and W., Pocket—No. 91, ½, ½-inch, 75c each; ½-inch, 80c each; ½-inch, 85c each; ½-inch, 85c each; ½-inch, 85c each; ½-inch, \$1.00 each; 1½-inch, \$1.95 each; 1:inch, \$1.15 each; 2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2½-inch, \$3.35 each; 3-inch, \$3.75 each; 3½-inch, \$4.25 each; 4-inch, \$5.00 each.
F. S. and W., Shicks—No. 175, 2 ½-1 nch, \$5.35 each; 3-inch, \$3.75 each; 3½-inch, \$4.25 each; 4-inch, \$5.00 each. CHOPPERS—Meat and Food—
Universal 501 1.25 0 \$1.85 1 2.25
2
5
CHURNS—Barrel, No. 0, \$6.00 each; 1, \$7.00 each; 2, \$7.75 each; 3, \$8.50 each; 4, \$11.00 each; 5, \$12.50 each. Dash-Glass, Dazey (Churns), No. 10, \$1.50; 20, \$2.00; 30, \$2.35; 40, \$3.20. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 30, \$1.05; 40, \$1.30.
each: 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each. Dashers only, No. 40, 20c each.
OLAMPS—Carriage Makers, No. 12 (plain), 45c each; 18, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.30 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00 each; 64, \$2.75 each; 65, \$3.50 each. Quitt Frame, No. 1, 10c each; 8, 15c each; 82, 10c each; 32, 15c each; 64, \$2.00 each; 84, \$2.00 each; 85, \$3.50 each.
each; 64, \$2.75 each; 65, \$3.50 each. Quit Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 33, 15c each.
CLEANERS—Window— Rubber— Wood Floor—
10-inch \$.25
CLEVISES—Malleable, 15c lb. CLIPS—Wire Rope "Bulldog"—3-16 to % inc., each 15c; ½, 15c; ½, 20c; %, 80c; %, 85c; 1-in., 45c.
CLIPPERS—Bolt—
No. 0
No. 2
14-inch 1.75
CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Texter Int. \$2.65
CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 8, 15c,
straight.
OLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 14 M, opal, 5½c sq. ft.;
OOAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack 2.25
OOAL CHUTES—Hercules— No. 1, 16x18\$13.00 No. 5, 20x24\$17.50 No. 2, 18x2015.00 No. 6, 16x1814.50
No. 2, 18x20 15.00 No. 6, 16x18 14.50 No. 3, 20x24 20.00 No. 7, 20x24 17.50 No. 4, 16x18 11.00 No. 8, 18x24 28.00 COLORS Draw 1
COLORS—Dry— Lb. COLORS—In Oil— Lamp Black
Umber Dew 16 14 lb 65
Umber Burnt 1.5 1 lb 1.25 Sienna Raw 1.5 Ultrum ¼ lb 20 Sienna Burnt 1.6 ¼ lb
Chrome Yellow25 Brown-R&B Sienna 1 .40
Venetian
Indian Hed 1.5 Red.—Amer verm. 1900 Eng. Verm. ½-lb 1.40 Dutch Pink 75 Eng. Verm. 1-lb 2.80 Carmine 1.40
Indian
Rose Pink



RETAIL SELLING PRICES—Continued.

	PRICES—Continued.
COPPER—Sheet, 75c lb.	Taper Shank
	O 106 Open M 302 Open
CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$2.00 hank; 7 S, \$2.70 hank; 8 S, 8 SC, \$8.25 hank; 10 S, 10 SC, \$5.25	M 102 Open S 104 Open
nank; 12 S, 12 SC, \$7.25 hank; WP 12 SC (coils), \$1.30	Bits, Wood (Syracuse Pattern)
Ib. Propries (earlie anim) - 6 (1 01 00 lb + 7 (2 01 00 lb + 9 (1	O 114 A, S 109 A— O 114 A, S 109 A—
Pnoenix (coils only)—6 C, \$1.00 lb.; 7 C, \$1.00 lb.; 8 C, \$1.00 lb.; 10 C, \$1.00 lb.; 12 C, \$1.00 lb.; 14 C, 16 C,	2
WP 8 C, \$1.00 lb.	4
Union (hanks)—6, \$1.40 hank; 7, \$1.75 hank; 8, \$2.40	5
hank; 10, \$3.50 hank; 12, \$4.75 hank.	6
COTTERS—Hammer Lock or Regular Spring. 1-16, 5-64, 8-32 in.	8
1-16, 5-64, 8-32 in.	9
%-inch \$.20 \$1.25 \$.80 \$2.00 \$.85 \$2.40	10
%-inch	1150 24 1.15
1 -inch25 1.65 .35 2.25 .45 8.25 1¼-inch25 1.80 .40 2.55 .50 8.50	O 114, M 109 or M O 114, M 109 or M
1½-inch	890, and 8 108— 890, and 8 108—
2 -inch85 2.50 .50 8.40 .70 4.75	1-16
3-16 in. ¼ in. 5-16 in.	8-82
1 -inch	14
1¼-inch	8-16 125
1½-inch	7-82 1.85
1%-inch90 6.00 1.50 10.00 2.25 16.00 2 -inch 1.00 6.75 1.75 11.50 2.50 17.50	9-82
2½-inch 1.10 7.75 2.00 14.00 8.00 20.00	5-10
CRAYON-Lumber, 10c; Scapetone, 5c.	11-8260 % 1.85
	%
OUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$8.90; No. 3, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00.	18-8280 1 2.45 7-1675
Saunders-No. 1, \$2.25; No. 2, \$3.25; No. 8, \$8.00; No. 4,	Straight Shank Jobbers
\$12.60.	O 108, M 105 or M O 108, M 105 or M
DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7, 30c; 8, 40c; 9, 50c; 10, 60c.	880, S 105 880, S 105
DIVIDERS—Wing, No. 85, 6-inch, 85c pair; 8-inch, 85c pair;	1-82
10-inch, 50c pair; 12-inch, 75c pair.	1.16
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair;	5-6415 9-3230
10-inch, \$1.10 pair.	8-82
DOLLIES—Timber—	34 · · · · · · · · · · · · · · · · · · ·
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	9-64
DOORS—Screen. Common, %-inch, 2-6x6-6\$2.15	5-32
	11-64
Common 114-inch 2-516-6	8-64
	Straight Shank, Wire Gauge
Common, 1 1/2 -inch, 2-10x6-10	O 108 A, M 107 er O 108 A, M 107 er
DOORS—Ash Pit. 12x15 8.50	M 840, S 107— 1 to 525 M 840, S 107— 36 to 4015
8x8. each\$1.40 Ash Traps	6 to 10
8x10	6 to 10
8x101.50 7x955 10x121.80	11 to 15
8x101.50 7x9	11 to 15
8x101.50 7x955 10x12 1.80 DRILLS— Millers Falls (Breast) 10\$ 7.25 0296.25 11 7.00 8711.50	6 to 10
8x10 .1.50 7x9 .55 10x12 .1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 .7.00 87 .11.50 12 6.50 97 12.00	6 to 10
8x10 1.50 7x9 .55 10x12 1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25	6 to 10
8x10 .1.50 7x9 .55 10x12 .1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 .7.00 87 .11.50 12 6.50 97 12.00	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 16 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 26 to 30 15 61 to 80 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch. 2.55 24 x 1 4 1 4 inch. 2.36 3-inch. 50 8 4 x 2 4 2 inch. 20
8x10 1.50 7x9 .55 10x12 1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand)	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 16 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 26 to 30 15 61 to 80 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch. 2.55 24 x 1 4 1 4 inch. 2.36 3-inch. 50 8 4 x 2 4 2 inch. 20
8x10 .1.50 7x9 .55 10x12 .1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand) 1 3.25 5 8.50	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 16 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 23 to 35 15 ELBOWS—Conductor— Pl. Rd. 8c. 0c. Rd. Adj. 2-inch 85 24 x 1 4 14 inch 20 4-inch 50 8 4 x 2 4 2 inch 20 Corrugated—Conductor—Shoes Shoes
8x10 1.50 7x9 .55 10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 8.00 5555 8.00 Millers Falls (Hand) 1 3.50 2 4.75 981 6.00	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 56 to 60 15 21 to 25 15 56 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. 8q. Cor. Rd. Adj. 2-inch \$35 24 x 1 4 14-inch \$.25 3-inch 50 3-inch 20 Corrugated—Conductor 2-inch \$0 3-inch 25 3-inch \$25 3-inch 25 3-inch \$35 3-inch 35
8x10 1.50 7x9 .55 10x12 1.80 DRILLS Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand) 1 3.25 5 8.50 2 4.75 981 6.00 4 1.15	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 25 15 56 to 60 15 22 to 30 15 61 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. 8d. Sq. Cor. Rd. Adj. 2-inch 8.25 24 x1 x 14-inch 8.25 3-inch 60 8-inch 20 Corrugated—Conductor 2-inch 8.35 3-inch 25 Sinch 80 S-inch 25 3-inch 80 S-inch 25 3-inch 80 3-inch 85 3-inch 80 3-inch 85 3-inch 80 3-inch 85
Sx10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 26 20 51 to 55 15 21 to 28 15 56 to 80 15 31 to 35 15 ELBOWS—Conductor—Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 50 \$\frac{2}{3}\tinch 50\$ 4-inch 60 Corrugated—Conductor 2-inch 60 Corrugated—Conductor 3-inch 80
8x10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 22 to 30 15 61 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 2 x 1 x 1 1/2-inch 25 3-inch 50 3 x 2 x 2 x 2 x 1 x 1/2-inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 90 5-inch 90 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 80c; 7, 40c. No. 8 4di .4 Pc25c each; 4, 25c; 5, 25c; 6, 80c; 7, 40c. No. 8 4di .4 Pc25c each; 4, 25c; 5, 25c; 6, 80c; 6, 85c.
Sx10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 22 to 30 15 61 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 2 x 1 x 1 1/2-inch 25 3-inch 50 3 x 2 x 2 x 2 x 1 x 1/2-inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 90 5-inch 90 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 80c; 7, 40c. No. 8 4di .4 Pc25c each; 4, 25c; 5, 25c; 6, 80c; 7, 40c. No. 8 4di .4 Pc25c each; 4, 25c; 5, 25c; 6, 80c; 6, 85c.
Sx10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 16 to 20 20 51 to 55 15 21 to 25 15 66 to 60 15 26 to 30 15 61 to 80 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 8.5 24x14 14-inch 26 3-inch 50 84x24 2-inch 26 Corrugated—Conductor 2-inch 8.5 3-inch 25 3-inch 8.5 3-inch 25 3-inch 8.5 3-inch 25 5-inch 8.5 3-inch 25 Shoes 2-inch 8.5 3-inch 8.5 4-inch 8.5 5-inch 90 5-inch 45 5-inch 90 5-inch 45 5-inch 80 3-inch 45 5-inch 80 6-inch 80
Sx10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 22 to 30 15 56 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 24 x 1 4 1 4 inch 25 3-inch 50 3 4 x 2 4 2 inch 20 4-inch 60 3 inch 25 Corrugated—Conductor 2-inch 25 2-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 90 5-inch 90 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 6, 35c. 3-inch Adj. Galvd., 35c each; 4-inch Galvd., 45c each. Mo. 3 Corg. Jap., 35c each; 4, Corg. Jap., 45c. EMERRY—Grain—
Sario	6 to 10 25 41 to 45 15 11 to 15 20 46 to 56 15 12 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 22 to 30 15 56 to 80 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 24x14 1½-inch 25 3-inch 50 34x24 2-inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 90 5-inch 90 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 4 Pc., 25c each; 4, 80c; 5, 30c; 6, 35c. 3-inch Adj. Galvd., 35c each; 4, inch Galvd., 45c each. Mo. 3 Corg. Jap., 35c each; 4, Corg. Jap., 45c. EMERRY—Grain— No. 60, per 1b \$25 Per Universe—
Sx10	6 to 10
Sx10	6 to 10
Sx10	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 56 to 60 15 21 to 25 15 61 to 80 15 23 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 24 x 1 4 1 1 1 1 inch 25 3-inch 50 3 4 x 2 4 2 inch 20 4-inch 50 3 4 x 2 4 2 inch 25 Corrugated—Conductor 2-inch 35 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 25 3-inch 45 4-inch 45 5-inch 30 3-inch 30 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 4 Pc., 25c each; 4, 80c; 5, 30c; 6, 35c. 3-inch Adj. Galvd., 35c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 45c each Mo. 3 Corg. Jap., 85c each; 4-inch Galvd., 85c each; 85
Sample	6 to 10
Sato	6 to 10
Sario	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 66 to 60 15 22 to 25 15 66 to 60 15 23 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Oor. Rd. Adj. 2-inch 35 24 x 1 4 1 14 inch 25 3-inch 50 34 x 2 4 2 inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 8.25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 45 5-inch 30 6-inch 45 5-inch 30 6-inch 45 4-inch 45 5-inch 45 4-inch 45 5-inch 45 4-inch 45 5-inch 45 5-inch 30 5-inch 45 5-inch 30 5-inch 45 5-inch 30 5-inch 45 5-inch 35 5-inch 45 5-inch 35 5-inch .
Sample	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 66 to 60 15 22 to 25 15 66 to 60 15 23 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Oor. Rd. Adj. 2-inch 35 24 x 1 4 1 14 inch 25 3-inch 50 34 x 2 4 2 inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 8.25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 45 5-inch 30 6-inch 45 5-inch 30 6-inch 45 4-inch 45 5-inch 45 4-inch 45 5-inch 45 4-inch 45 5-inch 45 5-inch 30 5-inch 45 5-inch 30 5-inch 45 5-inch 30 5-inch 45 5-inch 35 5-inch 45 5-inch 35 5-inch .
Sample	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 66 to 60 15 22 to 25 15 66 to 60 15 23 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Oor. Rd. Adj. 2-inch 35 24 x 1 4 1 14 inch 25 3-inch 50 34 x 2 4 2 inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 8.25 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 45 5-inch 80 5-inch .
Sample	6 to 10 25 41 to 45 15 16 to 20 20 51 to 55 15 21 to 25 15 56 to 60 15 26 to 30 15 56 to 60 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 2½ x1½ 1½-inch 26 3-inch 60 3-inch 25 Corrugated—Conductor 2-inch 825 3-inch 25 3-inch 80 3-inch 25 3-inch 80 3-inch 25 3-inch 80 3-inch 25 3-inch 80 3-inch 80 5-inch 80 5-inch 80 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 4 Pc., 25c each; 4, 80c; 5, 30c; 6, 85c. 3-inch Adj. Galvd., 85c each; 4-inch Galvd., 45c each 80 8 Corg. Jap., 85c each; 4, Corg. Jap., 45c. EMERY—Grain— No. 60, per lb 25 Four Emery— No. 70, per lb 25 Four Emery— No. 70, per lb 25 Stones—(See Stones) No. 90, per lb 25 Stones—(See Stones) No. 100, per lb 25 FASTENERS (BRONZE)—No. 582, EA. 45c each; SHA, SHB, E, 50c; 815, EA. 30c; SHA, E, 85c; 1831½, EA, SHA, E, 80c. Cast Iron and Steel—No. 824, 10c each; 324, R, EA, 15c; E, 15c; 500, R, EA, 10c; SHB, 10c; 800, R, EA, 10c; SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R, EA, 15c; KF, SHA, KF, E, 10c; 1831½, F, 50c; 33131, R,
Sample	6 to 10 25 41 to 45 15 11 to 15 20 46 to 50 15 12 to 25 15 56 to 60 15 22 to 30 15 56 to 60 15 31 to 35 15 ELBOWS—Conductor— Pl. Rd. Sq. Cor. Rd. Adj. 2-inch 35 23 x1 x 1 1/2-inch 23 3-inch 50 3 x x2 x 2 2 -inch 20 4-inch 60 3-inch 25 Corrugated—Conductor 2-inch 30 3-inch 25 3-inch 30 3-inch 25 3-inch 30 3-inch 30 4-inch 45 4-inch 45 5-inch 90 5-inch 90 ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 4 Pc., 25c each; 4, 30c; 5, 30c; 6, 35c. 3-inch Adj. Galvd., 35c each; 4, 1ch Galvd., 45c each 80. EMERY—Grain— No. 60, per lb 25 Stones—(See Stones) No. 90, per lb 25 Stones—(See Stones) No. 90, per lb 25 Stones—(See Stones) No. 100, per lb 25 Stones—(See Stones) No. 100, per lb 25 Stones—(See Wheels) No. 120, per lb 25 Stones—(See Stones) Cast Iron and Steel—No. 324, 10c each; 324, R, EA, 15c; E, 15c; 500, R, EA, 15c; KF, E, 15c; 542, R, EA, 10c; SR, SRHA, KF, E, 10c; SHB, Loc; 800, R, EA, 10c; SR, SR, KF, E, 10c; SHB, loc; 800, R, EA, 10c; KF, SHA, KF, E, 10c; 1881½, F, 50c; 88131, R, EA, 15c; KF, SHA, KF, E, 10c; 1881½, F, 50c; 88131, R, EA, 15c; KF, SHA, E, 20c. FAUCETS— Cork Lined— 8-inch add, Government and Stone and
Sample	6 to 10
Sample	6 to 10
SETO	6 to 10
SETION	6 to 10
SETION	6 to 10
Strict S	6 to 10
Set	6 to 10
SETO	6 to 10
SETO	6 to 10
SETION	6 to 10
SETION	6 to 10

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RETAIL SELLING PRICES-Continued.

FILES—Band Saw, 4 inches long, 15c each; 6, 20c; 8, 85c; 10, 45c. Knife, 3.3 ½, 80c; 4, 30e; 5, 85c; 6, 40c; 8, 50c; 10, 60c. Regular Taper, 3.8 ½, 15c; 4, 15c, 4 ½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 50c. Slim Taper, 3.8 ½, 15c; 4, 15c 4 ½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 40c. Warding, 3.8 ½, 25c; 4, 26c; 5, 25c; 6, 80c; 8, 30c; 10, 40c. Flat Bastard, 3.4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 40c; 12, 60c; 14, 75c; 16, \$1.20. Half Round Bastard, 3.4, 25c; 4, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 25c; 6, 30c; 10, 40c; 12, 60c; 14, 75c; 16, \$1.15. Mill Bastard, 3.4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 35c; 14, 60c; 16, 80c. Round Bastard, 8.4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 35c; 14, 60c; 16, 80c. Round Bastard, 8.4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 40c; 14, 60c; 16, 80c. Square Bastard, 8.4, 20c; 5, 25c; 6, 25c; 8, 30c; 10, 45c; 12, 60c; 14, 80c; 16, \$1.00. Rasps—Flat Wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.30; 16, \$1.75. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Sabiet, 8, 75c; 10, 90c; 12, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 25c. Extra Oranks, 25c.	Pails, Stock 12 S
FLASHLIGHTS—Ever-ready—Complete No. 6961 each	GARBAGE CANS—(See Cans) GATES—Molasses— 2
No. 6991 each. 1.20 No. 2680 each. 1.50 No. 2604 each. 1.50 No. 2683 each. 2.85 No. 2631 each. 1.75 No. 2634 each. 2.40 No. 2632 each. 1.60 No. 2659 each. 3.50 Kwik-lite Flashlights. Complete with Battery—	8
Fibre Tubulars 6241 Reg. 3-cell 1.50 No. Each 5220 Baby 2-cell \$1.25 6343 Reg. 3-cell 1.75 6349 Miners' 2-cell 3.00	No. 98
5220 Baby 2-cell\$1.25 5221 Reg. 2-cell 1.50 5223 Reg. 3-cell 1.75 5229 Miners' 2-cell 1.75 5229 Miners' 2-cell 1.75	No. 61
5229 Miners' 2-cell 1.75 5331 Miners' 8-cell 2.00 Metal Tubulare 3579 8-cell (Vest) 1.70 3579 8-cell (Coat) 1.70	No. 65
6340 Baby 3-cell 1.25 Kwik-lite Seamless Cell Flashlight Batteries— No. 1203 3-cell Baby Tubular	GLASSES— Ground Level— Proved Level—
No. 1202 2-cell Reg. Tubular	1%
No. 1206 2-cell Vest Pocket	8
No. 1808 8-cell Vest Pocket	GLODES LAVEEDN COLL Disc. No. Com. Soc. soc. Done
\$2.00; 8½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	80c; 2 Plain, 25c; 2 Bullaeye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullaeye, 85c; 5-0 Wixard, 25c; 6-0 20c each 4-0 Bullaeye, 85c; 5-0 Wixard, 25c; 6-0 20c each
FREEZERS— Aretic Each 12 4.50	4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 20c each, GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb.
1\$3.00 13 5.35 2 3.50 14 6.25 34.00 16 8.00	Liquid
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Imperial— 1 os. 1/4 pt. 1/4 pt. 1 pt. 1 pt. 1/4 gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75
30 (Toy) 2.50 22 16.50 White Mountain 24	Le Pages—— 1 oz. 2 oz. 16 pt. 16 pt. 16 pt. 1 pt. 1 qt. List Doz. 1.60 1.65 1.80 2.80 4.50 7.00 11.25
FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.85; 16-in.,	Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c.
\$1.50. GALVANIZED WARE—	GRINDERS—Carborundum, No. A, \$2.85 each; B, \$8.50; C, \$5.25; D, \$5.75; 1, \$8.75; 2, \$5.00; 8, \$7.00; 4, \$9.50; 10,
Boilers, Coffee 300, 3 1,60 No. Each 400, 4 2.00 801½ \$1.10 500, 5 2.25	\$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch,
802	GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch,
804 2.15 800 (80) 7.00 806 2.40 900 (90) 8.50 808 2.85 Cong Gogolia	\$1.10 Set; 17, \$1.40; 19, \$1.03.
810	HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c dos.; 9-in., 10c each, \$5c dos.; 10-in., 10c each, \$1.00 dos.; 11-in., 15c each; \$1.15 dos.; 12-in., 15c each, \$1.20 dos.
Boilers, Wash 255 2.35 407 A 3.00 605 2.25	Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.85 doz.
409 A 3.25 Cans, Oil 409 A	HAMMERS-Maydole Carpenters' Nail-No. 1, \$1.25 each:
70	14, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11¼, \$1.20; 12, \$1.10; 12¼, \$1.20; 13, \$1.00; 14, 90c; 200, \$1.60; 611¼, \$1.70; 710, \$1.50; 711, \$1.25; 711¼, \$1.20; 712, \$1.10;
Buckets, Fire 205	811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60: 102, \$1.40; 103, \$1.25. Maydole Machinist Ball
314	\$11.72, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60: 102, \$1.40: 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65: 377, \$1.60: 378, \$1.50: 379, \$1.40: 770, \$1.85: 770½, \$1.50: 771, \$1.35: 772, \$1.25: 773, \$1.15: 774, \$1.05; 775, 95c; 776, 90c;
101	777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 821, Ship, 70c
Cans, Ash 2 Gallon	each. Auger—No. 1, 75c each: 2, 75c each: 8, \$1.00 each: 4, \$3,50
3	each: 5, \$2.75 each. Axe, Broad, No. 315, 70c each. Axe, Double Bit, No. 312, 70c each.
Cans. Garbage, Smooth or 1140	Axe, Double Bit, No. 312, 70c each. Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c each; 201, 60c each; 802, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 00, Hunters, 15c
Corrugated Pads, Chumber 145 (16) 6.75 410 1.35 200, 2 1.35 412 1.30	Boys, 40c each; 507, Boy Scout, 20c each; 00, Hunters, 15c each; 1, Hunters, 20c each.

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RETAIL SELLING PRICES-Continued

RETAIL SELLING	PRICES—Continued.	
Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each;	No. 781 1/4. Cont. Ret. 2 1/4 x 2 1/4 · in \$. 40 \$. 45	5x5-in 1.05 1.15 5½x5½-in 1.85 1.50
Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 30c each; 01013, 30c each; 9854, 30c each. File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each;	3x3-in	No. 241 H&N. Cont. Ret. 2½x2½-in 50 55 8x3-in 50 55 8½x8½-in 50 55
(5), 15c each; Adse Eye No. 11, 25c each; 18, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 28, 20c each.	5x5-in	4½x4½-in
Farriers No. 28, 20c each. Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; Machinist No. 25, 14-inch, 29, 16-inch, 20c; 18-inch, 25c; Machinist No. 83, 18-inch, 25c; Machinist No. 83, 18-inch, 25c; Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 16-inc	4-in	5½x5½·m 1.85 1.50 6x6·in 1.60 1.75 1475 F&D2 .90 2.20 1475 SF2&N .35 3.80
13 inch, 20c each.	1½-in. \$.85 \$.40 3-in40 .45 3½-in45 .50 3-in55 .65	1474 F&D2, 1½ .25 2.40 No. 160 F&D2, Cont. Ret.
Hatchet, Box No. 43, 18½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 89, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 1871, 14-inch, 20c each; Claw	8 1/4 · in	3 ½ · in.
each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 35, 14-inch, 25c each. Hos. OXR, 44, 85c each; XR, 44, 85c each; XRM, 54, 55c each; XRM, 6, 70c each; XRMO, 6, 70c each; XR, 44, 55c each; XRMH, 44, 55c each; XRMD, 5, 60c each; XP, 514, 50c each; XP, 52, 60c each; XP, 514, 50c each; XP, 52, 60c each; XP, 514, 50c each; XP, 52, 60c each; XP, 52, 60c each; XP, 534, 50c each; XP, 52, 60c each; XP, 534, 50c each; XP, 52, 60c each; XP, 534, 50c each; X	No. 165NASF3. Cont. Bet. 114-in	4 ½-in95 1.05 No. 160 N. Cont. Ret. 2 ½-in \$.45 \$.50
70c each,	2½-in	8½-in60 .70 4-in65 .75
Maul, No. 335, 55c each; 336, 50c each. Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 40c each; 527, Drifting, 40c each; 335, Surface, 75c each; 425, Surface, 40c each; 525, Surface, 60c	4½·in 1.20 1.30 No. 295 F&D2. Pr. Ds. Pr.	No. 160 S F2. Cont. Ret. 2½-in S .45 S .55
face, 75c each; 425, Surface, 40c each; 525, Surface, 60c each; 625, Surface, 40c each. Rake, XR, 5½, 50c each; XR, 6, 60c each. ATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 8010,	1 1/4 · in	8·in
Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, PT	No. 295 SF2. Pr. Ds. Pr. 1½-in 8 . 80 \$8.20 2-in 85 \$.70	2½·in40 4.00 8-in45 4.65 No. 289 F&D2.
ATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; \$010, Plumb's, \$2.15; \$011, Plumb's, \$2.00; Each; \$010, Plumb's, \$2.15; \$011, Plumb's, \$2.50. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 8, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, Philadelphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.50; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.50; 2994, Plumb's, \$2.50; 2995, Plumb's, \$2.85.	3 ½·in85 4.00 8·in40 4.60 No. 295 N. Pr. Ds. Pr.	Pr. Ds. Pr. 2x3
TC 3. Plumb's \$2.10 · PTC 1 Philadalphia \$1.15 PTC	1 ½ ·in \$.85 \$8.80 2 ·in40 4.20 2 ½ ·in45 4.60 3 ·in50 5.85	8x8
This deep 13. 51.25; FTO 8, Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 612, Plumb's, \$1.25; 612, Plumb's, \$1.25; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.25; 2	No. 788. 2½x2½-in	3½x2
Derrick—No. 582, Plumb's, \$2.00 each. Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50. Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3,	8 ½ x8 ½ ·in	No. 289 M. Pr. Ds. Pr. 9x2
\$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50; 2962, \$1.50; 2963, \$1.50; 1.50; 602, \$1.65; 2961, \$1.50; 2963, \$1.	5½x5½·in 1.25 1.85 6x6-in 1.40 1.50 No. 341 FaDs.	2½x2½45 4.90 8x355 6.00 No. 289 H. Pr. Dz. Pr.
Flumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960. Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.25; 1963, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50; 2983, Pl	2 ½ x2 ½ -in \$.40 \$.45 8x3-in40 .45 8½ x3 ½ -in40 .45 4x4-in55 .65 4½ x4 ½ -in80 .95	2x2
Suingling, No. PST 1, Philadelphia, \$1.10 each; PTS 2,	4½ x 4½·in	1430 FaD2 Hgs .85 4.00 1480 N .40 4.85 1481 FaD2 .25 2.50 1431 SF2aN .35 2.00
Plumb's, \$1.75; TFS 3, Philadelphia, \$1.25; TFS 1, Plumb's, \$1.75; TFS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 598, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2958, Plumb's, \$1.50.	No. 241 SF 2. Cont. Ret. 2½x2½-in \$.45 \$.50 8x8-in45 .50	1478 FåD2 .25 2.80 1478 SF2åN .25 2.80 1480 FåD2 .25 2.80 1480 SF2åN .25 2.80
Warehouse, No. 650 W, Plumb's, \$2.00 each. RADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c. Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.	8½x8½·in	1474 F&D2, 2 .80 8.80 1474 8F2, 1% .25 2.80 1474 8F2, 2 .85 8.60
No. 900 L4. Strap Hinges Sinch 75 800	Bommer, D 15\$ 1.50 R, EA, 815 1.60	R, EA, KF, 3½ 3.75 SHA, E, 3½ 4.00
3-inch\$.20 \$ 1.75 12-inch 1.75 17.00	SHA, E, 265 1.75 Chicago, R, EA, KF, 200 3.50	Rixon, 7 10.75 8
6-inch 25 2.90 % inch 10 \$.75 No. 935 Cor. Strap Hgs. 1-inch 10 8 .75	SHA, E, 200 4.00 R, EA, KF, 230 4.25 SHA, E, 230 4.50	15
5-inch 35 8.75 1%-inch 15 130	Corbin, D, R. EA, 512. 1.75 SHA, E, 512. 1.85 Katz, R, EA, KF, 2. 1.35 SHA, E, 2. 1.50 R, EA, KF, 3. 3.25 SHA, E, 2. 4.00	30
6-inch4O 4.00 2-inch15 1.30 8-inch6O 5.60 214-inch15 1.45 10-inch9O 9.50 214-inch20 1.60	SHA, E, 2 1.50 R, EA, KF, 3 3.25 SHA, E, 3 4.00	SHA, E, 450 7.25 R, EA, 452 10.50 SHA, 452 11.00
No. 904 Lt. Tee Hinges. 3-inch20 2.15 Pr. Dr. Pr. 3½-inch25 3.50	HODS—Coal— Open Japanned— 15\$.50	Open Galvanized
3-inch \$ 1.5 \$ 1.75 4-inch 20 1.90 No. 840. 5-inch 20 2.10 Pr. Ds. Pr.	16	16
6-inch 25 3.40 1%-inch 15 1.60 No. 927 Cor. Too Hinges, 2-inch 15 1.65	20 90	20
4-ineh 8 25 \$ 8.00 2½-ineh 20 1.80 5-ineh 40 2½-ineh 20 2.00 6-ineh 50 3-ineh 20 2.10 6-ineh 50 3-ineh 25 2.20	HOLLOW WARE, CAST IRON- each; 9 E, \$3.50 each; 10 each; 10-inch, \$1.90 each; \$2.70 each; 13-inch, \$3.05 e inch lids, 90c each; 11-inch	E, \$4.00 eacn; 11 E, \$5.00 11-inch, \$2.25 each; 12-inch, ach; 14-inch, \$3.75 each; 10-lids, 95c each: 12-imela lids,

RETAIL SELLING PRICES-Continued.

HOLLOW WARE-Continued	5-16-inch 7.00
\$1.25 each; 13-inch lids, \$1.45 each; 14-inch lids, \$1.60 each. Gem Pans—No. 1, 90c each; 2, 90c each; 5, 90c each; 8,	% to 2%-inch
90c each; 10, \$1.20 each; 11, \$1.00 each, Griddles—No. 17, 80c each; 18, 95c each; 19, \$1.15 each;	Flats, all sizes
20, \$1.50 each; 010, \$1.50 each; 012, \$1.65 each; 014, \$2.00 each.	JACKS-Bell Bottom, Net List.
Kettles Stove—No. 7, \$2.25 each; 8, \$2.65 each; 9, \$8.25 each; 07, \$2.25 each; 08, \$2.65 each; 09, \$3.25 each. Pots, Stove—No. 17, \$2.85 each; 18, \$8.25 each; 19, \$3.75	Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$8.50; 8L, \$6.75.
each; 017, \$2.75 each; 018, \$3.25 each; 019, \$8.75 each. Skillets or Spiders—No. 3, 75c each; 4, 80c each; 5, 85c	KNIVES & FORKS—Iron Handled, \$1.25. Butcher— No. Each No. Rach
each; 10, \$1.65 each; 11, \$2.10 each; 12, \$2.50 each; 7 W.	No. Each No. Bach 526—5
\$1.35 each; 8 W, \$1.45 each; 70, \$1.00 each; 80, \$1.10 each; 90, \$1.25 each. Waltha Imparation 7, \$2.00 each; 8 \$2.25 each; 0 \$2.50	526— 685 1910— 650 526— 6½ 1.05 1910— 760
Waffle Irons—No. 7, \$2.00 each; 8, \$2.25 each; 9, \$2.50 each; 7 D, \$2.40 each; 8 D, \$2.75 each; 9 D, \$8.25 each; 11, \$3.25 each; 12, \$4.50 each; 14, \$7.50 each.	526— 8 1.50 1910— 875 526— 9 1.90 2200— 6 1.00
HOOKS—Bright. No. Dos. No. Dos.	526—10
0	526—14 4.00 8047— 6½70 790— 6 1.00 8047— 785
2	790— 7 1.30 8047— 8 1.00 790— 8 2.00 3047—10 2.00
5	1500— 6
7	Cooks French— Draw— 267— 6
10	267— 9 1.50 100— 6 8.75 267— 9 1.50 100— 7 4.00
18	267—10
Brass No. 1412— Dos. Dos.	Corn— 105—6 1.50 2 .75 105—8 1.50 8 .40 105—9 1.65
36	5
%, 2 for 5e	KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
Dos. Dos.	King, 40c; No. 12 Hooks, 50c. KNOBS—Maple, Base, 5c each; 35c dox.
\$	LACING—Belt— Leather Bristol
	Size 34, per ft
HOSE COUPLINGS—Com. Size 1/2, each 20c; 1/2, 20c; 1/2, 20c. HOSE (GARDEN)—	
Coupled Fitty Foot Lengths—Attec, % inch 24c 10ct. Artec, % inch 28c; Deluge, % inch 28c, Deluge, % inch, 27c: Deluge, % inch 20c: Deluge, % inch 23c: Sierra	Size %, per ft
1/4 inch 22c, Sierra, 1/4 inch, 25c; Simi, 1/4 inch 17c, Simi, 1/4 inch 21c; Solar Cotton, 1/4 inch, 20c, Solar Cotton, 1/4	LADDERS—Extension, No. 1, 30c foot; Step, Climax, 55c foot; Special, 40c foot; Standard, 30c foot.
inch 23c; Summit, 1/2 inch 20c; Summit, 1/4 inch 23c; Ten Cee, 1/4 inch 17c, Ten Cee, 1/4 inch 21c; Torrent, 1/4 inch	LANTERNS-Boys'-No. 589, 45c each; 1590, Cadet, 25c. Dash-No. 321, Prisco, \$1.85 each; 881, Prisco, \$2.15.
Coupled Fifty Foot Lengths—Aztec, ½ inch 24c foot. Aztec, ¼ inch 28c; Deluge, ½ inch 23c, Deluge, ¾ inch 27c; Delphos, ¼ inch, 20c; Delphos, ¼ inch 23c; Sierra, ½ inch 21c; Sierra, ¼ inch, 25c; Simi, ¼ inch 17c, Simi, ¾ inch 21c; Solar Cotton, ¼ inch, 20c, Solar Cotton, ¾ inch 28c; Summit, ¼ inch 20c; Summit, ¾ inch 23c; Ten Cee, ¼ inch 17c, Ten Cee, ¼ inch 21c; Torrent, ¼ inch 28c; Torrent, ¾ inch 27c; Union Arrow, plain, ¼ inch 21c, Union Arrow, Www. ½ inch 21c, Union Arrow, Www. inch 21c, U	Dash—No. 321, Prisco, \$1.85 each; 881, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40
inch 21c, Union Arrow, % inch 20c; Whiripool, 1/2 inch 20c, Whiripool, % inch 23c. Reel Not Coupled—Endurah Ribbed, 1/2 inch 24c. Endurah	Dash—No. 321, Prisco, \$1.85 each; 381, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217,
inch 21c, Union Arrow, % inch 20c; Whirlpool, ½ inch 20c, Whirlpool, ¼ inch 23c. Reel Not Coupled—Endurah Ribbed, ¼ inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, ½ inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, ½ inch 27c, Good-	Dash—No. 321, Prisco, \$1.85 each; 381, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 1658, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00.
inch 21c, Union Arrow, % inch 20c; Whirlpool, 1/2 inch 20c, Whirlpool, 1/4 inch 23c. Reel Not Coupled—Endurah Ribbed, 1/2 inch 24c, Endurah Ribbed, 1/3 inch 28c, Endurah Smooth, 1/4 inch 25c, Endurah Smooth, 1/4 inch 27c, Goodrich Ribbed, 1/4 inch 28c; Goodrich Ribbed, 1/4 inch 28c, North Star Ri	Dash—No. 321, Prisco, \$1.85 each; 381, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½, 1b. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.;
inch 21c, Union Arrow, % inch 20c; Whirlpool, % inch 20c, Whirlpool, % inch 23c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Endurah Smooth, % inch 27c, Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 21c, North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 27c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 20c, Rajah Smooth, % inch 20c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 20c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 20c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 26c	Dash—No. 321, Prisco, \$1.85 each; 881, Prisco, \$2.15. Cold Blast Tubular—No. 330, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R. Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12¼-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set.
inch 21c, Union Arrow, % inch 20c; Whirlpool, % inch 20c, Whirlpool, % inch 23c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Endurah Smooth, % inch 27c, Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 21c, North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 27c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed % inch 24c, Utility Smooth % inch 24c. 10E TOOLS—	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12¼-ib. Keg, \$1.85; 25-ib. Keg, \$8.65; 50-ib. Keg, \$7.15; 100-ib. Keg, \$14.00. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each.
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 23c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 28c; Rooth Ribbed, % inch 28c, North Star Ribbed, % inch 21c; North Star Ribbed, % inch 26c; Rajah Ribbed, % inch 26c; Rajah Ribbed, % inch 26c; Rajah Smooth, % inch 26c; Rajah Smooth, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed % inch 24c. IOE TOOLS— No. 315 Plow, 8-in	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOKES—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 40c: 100 foot, 20 gauge, 50c: 50 foot, 18 gauge, 50c;
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 31c; North Star Ribbed, % inch 21c; North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 22c, Rajah Ribbed, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 24c, Utility Ribbed % inch 24c, Utility Ribbed % inch 24c, Utility Ribbed % inch 24c. IOE TOOLS— No. 315 Plow, 8-in	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c.
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 23c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 27c, Goodrich Ribbed, % inch 21c; North Star Ribbed, % inch 21c; North Star Ribbed, % inch 26c; Rajah Ribbed, % inch 22c, Rajah Ribbed, % inch 26c; Rajah Smooth, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed, % inch 24c. ICE TOOLS— No. 315 Plow, 8-in	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—1214: lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Outton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50.
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 28c; Goodrich Ribbed, % inch 28c; North Star Ribbed, % inch 21c; North Star Ribbed, % inch 21c; North Star Ribbed, % inch 26c; Rajah Ribbed, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 21c, Utility Ribbed % inch 26c; Utility Ribbed, % inch 21c, Utility Smooth, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOKES—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot.
inch 21c, Union Arrow, % inch 20c; Whirlpool, % inch 20c, Whirlpool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 27c, Good-rich Ribbed, % inch 28c; Goodrich Ribbed, % inch 27c, Good-rich Ribbed, % inch 31c; North Star Ribbed, % inch 26c; North Star Ribbed, % inch 26c; Rajah Ribbed, % inch 26c; Rajah Smooth, % inch 26c; Rajah Smooth, % inch 21c, Utility Ribbed, % inch 26c; Utility Ribbed, % inch 21c, Utility Smooth, % inch 24c, Utility Smooth, % inch 21c, Utility Smooth, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$40.00 No. 322 Plow, 12-in. \$54.00 No. 322 Plow, 13-in. \$57.00 No. 322 Plow, 10-in. \$57.00 No. 405 Splitting Chisel \$5.55 No. 520 Ice Hooks, 4-ft \$5.50 6-ft. \$1.50	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R. Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-ib. Keg, \$1.85; 25-ib. Keg, \$8.65; 50-ib. Keg, \$7.15; 100-ib. Keg, \$14.00. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Bolid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 27c, Goodrich Ribbed, % inch 28c; Goodrich Ribbed, % inch 28c; Royal Ribbed, % inch 28c; Rajah Ribbed, % inch 26c; Rajah Ribbed, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed, % inch 21c, Utility Smooth, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 317 Plow, 12-in. \$54.00 No. 321 Plow, 10-in. \$42.50 No. 321 Plow, 10-in. \$57.00 No. 425 Splitting Chisel \$5.85 No. 520 Ice Hooks, 4-ft 1.36 6-ft. 1.56 No. 1 Ice Tongs V & B 1.75 No. 2 2.00	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOOKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—So foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 28c; Goodrich Ribbed, % inch 28c; Royal Ribbed, % inch 28c; Rajah Ribbed, % inch 26c; Rajah Ribbed, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 321 Plow, 12-in. \$50.00 No. 322 Plow, 8-in. \$42.50 No. 321 Plow, 10-in. \$57.00 No. 322 Plow, 10-in. \$57.00 No. 456 Splitting Chisel \$4.75 No. 495 No. 520 Ice Hooks, 4-ft 1.35 0-ft. 1.50 No. 1 Ice Tongs V & B 1.75 No. 2 2 No. 540 18-ineb	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-1b. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOOKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—So foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 35c each; 75 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Bolid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800 Each \$1.90 Long Cutter, No. 1790 Each 1.90 Long Cutter, No. 1790 Each 1.90 Handled, D E 3 Handled, C E 3½
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 28c; Goodrich Ribbed, % inch 28c; Goodrich Ribbed, % inch 28c; Royal Ribbed, % inch 28c; Rajah Ribbed, % inch 26c; Rajah Ribbed, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed % inch 24c, Utility Ribbed, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 321 Plow, 12-in. \$50.00 No. 322 Plow, 8-in. \$42.50 No. 321 Plow, 10-in. \$57.00 No. 322 Plow, 10-in. \$57.00 No. 456 Splitting Chisel \$4.75 No. 495 No. 520 Ice Hooks, 4-ft 1.35 0-ft. 1.50 No. 1 Ice Tongs V & B 1.75 No. 2 2 No. 540 18-ineb	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Ootton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 3, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1790 Each 1.90 Handled, D E 3 Each 1.90 Handled, D E 3 Each 1.85 Handled S Q 3½ MAULS—Handles Extra—Post, cast, 7e lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 9604.
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Endurah Smooth, % inch 27c, Endurah Smooth, % inch 27c, Endurah Smooth, % inch 28c, Roodrich Ribbed, % inch 28c, Rooth Star Ribbed, % inch 27c; Rajah Ribbed, % inch 28c, North Star Ribbed, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 21c, Utility Ribbed, % inch 24c, Utility Ribbed, % inch 21c, Utility Ribbed, % inch 24c, Utility Ribbed, % inch 21c, Utility Smooth, % inch 24c. IOE TOOLS— No. 316 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 317 Plow, 12-in. \$54.00 No. 321 Plow, 10-in. \$57.00 No. 321 Plow, 10-in. \$57.00 No. 456 Splitting Chisel \$4.75 No. 495 No. 520 Ice Hooks, 4-ft 1.36 No. 1 Ice Tongs V & B 1.76 No. 2 2.00 No. 3 2.00 No. 5 3.00	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 85-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 81.10 dos.; 81.10 do
inch 21c, Union Arrow, % inch 20c; Whirlpool, % inch 20c, Whirlpool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Good-rich Ribbed, % inch 28c, Goodrich Ribbed, % inch 27c, Good-rich Ribbed, % inch 28c; North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 28c; Rajah Smooth, % inch 28c; Rajah Smooth, % inch 28c; Rajah Smooth, % inch 28c; Utility Ribbed, % inch 28c; Utility Smooth, % inch 28c. IOE TOOLS— No. 316 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 317 Plow, 10-in. \$50.00 No. 320 Plow, 8-in. \$50.00 No. 321 Plow, 10-in. \$50.00 No. 322 Plow, 8-in. \$75.00 No. 456 Splitting Chisel \$47.50 No. 495 No. 520 Ice Hooks, 4-ft 1.85 4/4-ft 1.60 No. 1 Ice Tongs V & B 1.75 No. 2 2.00 No. 3 2.00 No. 5 2.00 16/4-inch 2.15 Fond Ice Saws—Tiller Handle. 4/4-foot 5.75 Food 5.75 IRON—Bars Small Lots.	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Ootton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa— No. 1, \$1.50 each; 2, \$1.75; 3, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1790 Each 1.90 Handled, D E 3 Each 1.90 Handled, D E 3 Each 1.85 Handled S Q 3½ MAULS—Handles Extra—Post, cast, 7e lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 9604.
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Good-rich Ribbed, % inch 28c, Goodrich Ribbed, % inch 27c, Good-rich Ribbed, % inch 28c; North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 28c; Rajah Smooth, % inch 28c; Rajah Smooth, % inch 28c; Rajah Smooth, % inch 28c; Utility Ribbed, % inch 28c; Utility Smooth, % inch 28c; Utility Smooth, % inch 28c. IOE TOOLS— No. 316 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 317 Plow, 10-in. \$50.00 No. 320 Plow, 8-in. \$50.00 No. 321 Plow, 10-in. \$50.00 No. 322 Plow, 8-in. \$75.00 No. 456 Splitting Chisel \$4.75 No. 495 No. 520 Ice Hooks, 4-ft 1.35 4½-ft. 1.40 5-ft. 1.50 6-ft. 1.50 No. 1 Ice Tongs V & B 1.75 No. 2 2.00 No. 3 No. 540, 18-inch 2.05 Fond Ice Saws—Tiller Handle. \$2.25 180N—Bars Small Lots. Common Bars \$10.00 Common Bars \$10.00 10.00	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullaye), \$1.50; 217, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullaye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$1.85; 40.00;
inch 21c, Union Arrow, % inch 20c; Whiripool, % inch 20c, Whiripool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 27c, Good-rich Ribbed, % inch 28c, Goodrich Ribbed, % inch 27c, Good-rich Ribbed, % inch 28c; North Star Ribbed, % inch 28c, North Star Ribbed, % inch 26c; North Star Ribbed, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed, % inch 24c, Utility Ribbed, % inch 24c, Utility Ribbed, % inch 24c, Utility Smooth % inch 21c, Utility Smooth, % inch 24c. IOE TOOLS— No. 315 Plow, 8-in. \$40.00 No. 316 Plow, 10-in. \$47.50 No. 321 Plow, 10-in. \$54.00 No. 322 Plow, 13-in. \$57.00 No. 322 Plow, 10-in. \$57.00 No. 456 Splitting Chisel \$4.75 No. 495 No. 520 Ice Hooks, 4-ft 1.36 6-ft. 1.50 6-ft. 1.50 6-ft. 1.50 No. 3 2.00 No. 3 2.05 No. 5-foot 5.76 5-foot 5.76 5-foot 5.75 Floon—Bars Small Lots. (Cutting Extra) Common Bar 3.06 lb. Base Angle Iron, %-inch 1.04 Angle Iron, %-inch 1.08	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.400. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOKES—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each. MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800 Each \$1.90 Long Cutter, No. 1800 Each 1.90 Pick, No. 1810 Each 1.85 Handled, C E 3½ Each 1.90 Pick, No. 1810 Each 1.85 Handled, C E 3½
inch 21c, Union Arrow, % inch 20c; Whirlpool, % inch 20c, Whirlpool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endurah Ribbed, % inch 28c, Endurah Smooth, % inch 25c, Endurah Smooth, % inch 27c, Good-rich Ribbed, % inch 28c, Goodrich Ribbed, % inch 28c, North Star Ribbed, % inch 27c, Rajah Smooth, % inch 22c, Rajah Smooth, % inch 26c; Rajah Smooth, % inch 22c, Rajah Smooth, % inch 24c, Utility Ribbed, % inch 21c, Utility Ribbed, % inch 24c, Utility Ribbed, % inch 21c, Utility Smooth, % inch 24c, Utility, Smooth % inch 21c, Utility Smooth, % inch 24c, Utility, Smooth % inch 21c, Utility Smooth, % inch 24c, Utility, Smooth % inch 2	Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$1.80. LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.; Hook, 40c dos. LOKES—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. MATS, DOOR—Cocca—No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00; 02, \$2.50; 03, \$3.00; 04, \$3.75; 05, \$4.50. Steel—No. 20, \$1.50 each; 40, \$2.00 each; 60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800 Each \$1.90 Long Cutter, No. 1800 Each \$1.90 Pick, No. 1810 Each 1.90 Handled, D E 3 Each 1.85 Handled, C E 3½ Each 1.85 Handled, C E 3½ Each 1.85 Handled, C E 3½ Each 1.85 Handled S Q 3½ Each 1.10 MAULS—Handles Extra—Post, cast, 7e lb.; R. R. Track. 920, 25c; Woodchoppers, 960, 25c; Senior \$40.00 MOPS— Slasher \$75

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RETAIL SELLING PRICES-Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in.	OIL—Boiled Linseed, \$1.60 gal. OILERS— 14 B
in., \$6.50. NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb.	Mowing Machine— 15
Fine Blue 248\$.08 Barb Box 8 to 20d08 Fine Bright08 Barb Roof % to %10 Common 245d08 Barb Roof 1 to 1½10 Plaster Board10	8 B .40 11 .1.25 1100 .20 Zinc, Chace's— 1120 .8 .40 00 .10 1140 .80 0 .15
Common 6&7d	Steel, Spring Bottom 1 .15 12 .25 2 .20 13 .80 3 .25
Casing 425d	13 A
Finishing 6 85d08 ½ lb. Papers, ea20 Finishing 6 to 20d08 Cigar Box—	OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.35; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.35; No. 24, malls-
Barb Box 4 to 5d08 1 lb. Papers, ea85 Barb Box 608 1/2 lb	able, \$2.25. OVENS, PORTABLE—Boss
Trunk— Bulk, lb	No. Each No. Each 012
16 Union	0200 5.25 750 6.50 450 5.50 755 6.75 Perfection 121 G 4.75 122 G 5.75
3.92; 80in., \$4.68; 86in., \$5.85; 48in., \$7.18; 60in., \$8.91; 72in., \$10.69. Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$8.50;	Pinney & Boyle 2.50 33 8.60 17 8.00 87 8.25
30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00; 72in., \$9.65. Sell Out (lin. ft.)—12in., 1%c.; 18in., 2%c; 24in., 3%c;	PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c;
30in., 3%c; 36in., 4%c; 48in., 5%c; 60in., 7%c; 72in., 8%c. 1% inch, 20 gauge—List roll, 12in., \$8.15; 18in., \$4.53; 24in. \$5.78: 20in. \$6.90: 26in. \$7.88: 48in. \$10.50:	Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.
572 14 inch, 20 gauge—List roll, 12in., \$8.15; 18in., \$4.58; 24in., \$5.78; 80in., \$6.90; 86in., \$7.88; 48in., \$10.50; 60in., \$18.18; 72in., \$15.75. Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20; 30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80; 72in., \$14.20. Sell Cut (lin. ft.)—12in., 24c; 18in., \$4c; 24in., 44c;	PADS—Sweat—No. 68 N12, Red Edge, 75c; No. 146 A13, Blue and White striped, \$1.50. PADLOCKS—Corbin No. Each
80in., 51/2c; 86in., 61/4c; 48in., 81/2c; 60in., 101/2c; 72in.,	No. Each 9902 .65 958 .25 9902 N C .60 2802 4 .85 21090 .75 2822 4 .50 Yale
12½c. 1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 30in., \$10.88; 36in., \$12.88; 48in., \$16.50; 60in., \$20.68; 72in., \$24.75. Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20;	2822 ½ .50 Yale 2869 1.00 228 .65 2879 1.50 225 .80 2880 1.75 453 J .85
Sell Full Roll—12im, \$4.45; 18in., \$6.40; 24in., \$8.20; 30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.80.	2881 2.25 453 X 35 2883 8.00 563 1.25 Miller 565 1.50
Sell Out (lin. ft.)—12in., 4c; 18in., 5%c; 24in., 7%c; 30in., 8%c; 86in., 10c; 48in., 18%c; 60in., 16%c; 72in., 19%c.	1 1.50 585 1.80 016 .25 635 1.25 18 .80 645 J .60 18 B .85 808 1.40
1 inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.80; 24in., \$15.68; 80in., \$18.71; 86in., \$21.88; 48in., \$28.50; 60in., \$85.68; 72in., \$42.75. Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10;	19
30in., \$16.85; 86in., \$19.25; 48in., \$25.65; 60in., \$32.05; 72in., \$38.48; Sell Out (lin. ft.)—12in., 6%c; 18in., 9%c; 24in., 12%c;	76
30im., 15c; 36im., 17 ½ c; 48im., 22 ½ c; 60im., 28 ½ c; 70im., 34 ½ c. **MIPPERS—Nettleton—8-im., \$1.75 each; 10-im., \$2.15; 12-im.,	96 C
\$2.25: 14-in., \$2.75. MIPPLES—Right Hand. Size 2 2 4 8 8 4 4 5 6 7 8	1902
74, black .04 .06 .06 .06 .07 .08 .10 .12 .15 74, galv06 .11 .11 .11 .12 .14 .16 .18 .22 74, black .04 .06 .06 .06 .07 .08 .10 .12 .15 74 galv06 .11 .11 .11 .12 .14 .16 .18 .22	Alcohol (Denatured) Gal. 1-gallon
%, black .04 .06 .06 .07 .08 .10 .12 .15 %, galv. .06 .11 .11 .11 .12 .14 .16 .18 .32 46. black .05 .07 .07 .07 .08 .10 .13 .14 .16	Barrel\$1.20 Inside Floor— Glue Lb. GalsGal. 2.90 No. 2 Gelatine65 ½-gals½-Gal. 1.60 Chicago White65 QuartsQt95
14. galv. 06 .11 .11 .13 .16 .18 .22 .86 %, black .06 .09 .09 .09 .09 .11 .13 .17 .18 %, salv08 .14 .14 .14 .14 .18 .21 .25 .82	Lead, Selby White Porch— 500 lbs. or more18
1, black .08 .18 .18 .18 .18 .15 .18 .28 .25 1, galv11 .19 .19 .19 .19 .19 .24 .28 .84 .38 14, black .11 .11 .17 .17 .17 .20 .24 .29 .38 14, galv17 .17 .29 .29 .39 .38 .45 .52 14, black .13 .18 .20 .20 .20 .25 .29 .86 .40	50 and 25-lb, kegs14½ QuartsQt. 1.29 12½-lb, kegs 14½ Oil Gal. Paint, Dry Colors Burnt Umber05½ Gloss
2, black .18 .18 .27 .27 .27 .82 .88 .50 .54	Chrome Green, Med 15 Lard, No. 1
2, galv27 .27 .47 .47 .47 .52 .61 .68 .75 NUTS—Cold Punched U. S. s. Hexagon, Tapped—Size ¼, 70c lb.; 5-16, 65c lb.; ¾, 50c lb.; 7-16, 45c lb.; ¼, 40c lb.; 9-16, 35c lb.; ¾, 80c lb.; ¾, 25c lb.; ¾, 25c lb.; 1,	Raw Sienna
9-16, 85c lb.; %, 80c lb.; %, 25c lb.; %, 25c lb.; 1, 25c lb. Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.; 5-16, 80c lb.; %, 27c lb.; 7-16, 25c lb.; ½, 21c lb.; %, 19c	Paints, Ready Mixed 1st Grade, White— Gals
lb.; %, 17c lb.; %, 16c lb.; 1, 16c lb. OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 85c lb.	Quarts Qt. 1.25 100-1b. Bulk 08 Pints Pt70 25-lb. Bulk 09 ½-pints ½-Pt40 Less 25 lbs 10
OAR LOCKS—2-in., per pair 40c; 24-in., per pair 60c; 24-in., per pair, 70c.	1st Grade, Colors— Turpentine Gal. Gals
OPENERS (CAN)— Rach. No. Each. No. \$.10 140	1/2 gals 1/2 Gal 2.25 5 gal 90 Quarts Qt 1.20 Barrel .75 Pints .Pt .65 Lb ½-pints .1/2 Pt .85 Johnson's .65 2nd Grade White or Colors Old English .65
100	Gals

RETAIL SELLING PRICES—Continued.

BETAIL SEMILING	Paromo-outanuou.
PANS—Acme Frying—	1-in. 11/4-in. 11/4-in. 2-in.
No. 00, each\$.15 No. 4, each\$.48	Gal. Blk. Gal. Blk. Gal. Blk. Gal.
No. 0, each	Bushings
No. 2, each	Couplings20 .20 .25 .25 .80 .85 .40
No. 3, each	Crosses75 .55 .90 .60 1.10 1.00 1.75 Elbows, 45 Deg80 .40 .65 .45 .70 .65 1.10
1-16. 80c lb.	Elbows, 45 Deg80 .40 .65 .45 .70 .65 1.10 Elbows, 45 Deg80 .40 .65 .45 .70 .65 1.20
Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15	01.10 co. co. ue. vo. co. co. co. co.
roll; 80-lb., \$1.85 roll. Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll,	Elbows, Street40 .30 .55 .35 .60 .75 1.25 Floor Flanges70 .45 .80 .50 1.10 .75 1.50
\$2.50 (cut 6c lb.)	Lock Nuts
PAPER—Building—	Plugs
P & B Imitation P & B No. 1—500\$2.00 No. 1—500\$1.80	Reducers
No. 1—1000 8.90 No. 1—1000 8.40	Tees
No. 2—500 2.95 No. 2—1000 5.75 No. 2—1000 4.95	Unions 45 .45 .65 .60 .85 .80 1.00
No. 8—500 4.00 No. 8—500 8.60	Nipples
No. 8—1000 7.70 No. 8—1000 6.75	%, %, %·in. %·in. %-in. 1-in.
Red Resin— 17 lb\$1.16 25 lb\$1.60	Blk. Gal. Blk. Gal. Blk. Gal. Blk. Close
20 lb 1.40 80 lb 1.90	Long05 .10 .05 .10 .10 .15 .10
PAPER-Roofing, Smooth or Sanded-Ply 1, \$1.85 lb.; ply 1,	4-in. Long05 .10 .08 .10 .08 .15 .10
\$2.25; ply 2, \$2.75; ply 8, \$8.25.	5-in. Long08 .10 .10 .15 .10 .15 .10 6-in. Long08 .10 .10 .15 .10 .15 .15
PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00-1/4, 40c qr.; 1, 45c qr.; 1/4, 50c qr.; 2, 55c qr.; 2 1/4,	1-in. 1¼-in. 1¼-in. 2-in.
60c qr.; 8, 65c qr.	Gal. Blk. Gal. Blk. Gal. Blk. Gal.
PEAVIES — Socket — Bangor —	Close
Maple Hickory Maple Hickory 2 ½ x 4	4-in. Long
4 ½ 2.75 2.85 2.85 8.10	5-in. Long
3 ½ x 4 ½ 3.75 3.85 3.00 8.35	PIPE, GAS AND WATER—Black, 1/2 inch, 7c foot; 1/4 inch,
5 2.75 8.00 8.10 8.86 2 % x 4 1/2 8.00 8.25 8.25 8.50	7c; % inch, 7c; % inch, 9c; % inch, 11c; 1 inch, 15c; 1%
5 8.00 8.25 8.85 8.60	inch, 20c; 1½ inch, 27c; 2 inch, 85c.
8x5 8.15 8.50 8.75 8.85	Galvanised. 1/4 inch, 9c foot; 1/4 inch, 9c; 1/4 inch, 9c; 1/4 inch, 11c; 1/4 inch, 14c; 1 inch, 20c; 1/4 inch, 25c; 1/4
PERCOLATORS, COFFEE—Universal— Each Each	inch, 35c; 2 inch, 45c.
44	PIPE, STOVE—29 Gauge, Nested. Full Joints—Sise S-inch, 25c joint; 4-inch, 30c, 5-inch, 30c; 6-inch, 30c; 7-inch, 40c. 3-inch Japan, 30c joint; 4-inch, 35c; 5-inch, 45c. 8-
46 4.50 1208 4.00	25c joint; 4-incn, 30c, 5-incn, 30c; 5-incn, 30c; 7-incn, 40c, 8-inch Japan, 80c joint; 4-inch, 85c; 5-inch, 45c, 8-
48 5.00 1208 4.25 52 4.25 1210 5.00	inch Galvanized, 40c joint; 4-inch, 45c.
54 4.50 1304 4.25	Half Joints—5-inch, 15c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 85c joint; 7-inch to 6-inch,
56 5.00 1306 4.50 58 5.50 1308 4.75	40c joint. For future delivery, prices withdrawn.
64 5.00 1310 5.00	
66 5.50 1404 4.75 69 6.25 1406 5.00	PITOH—Asphaltum—5-lb. can, 85c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00.
69 6.25 1406 5.00 614 6.75 1408 5.25	PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50. Block-Bailey—No. 91/2, \$2.00 each; 91/4, \$2.40; 15, \$2.15;
74 5.50 1410 5.50	16, \$2.20; 17, \$2.40; 18, \$2.40; 19, \$2.65.
76 6.00 1504 4.25 79 6.75 1506 4.50	Block. Stanley-No. 60. \$2.52 each: 60\\dock. \$2.00: 61. \$2.00:
714 7.25 1508 4.75	65, \$2.70: 100, 50c: 101, 45c; 102, 80c; 103, \$1.00; 110, \$1.00; 120, \$1.50; 130, \$1.50; 131, \$2.35; 203, \$1.30;
464 5.50 1510 5.25 466 6.00 1704 4.25	220. \$1.50.
466 6.00 1704 4.25 469 6.75 1706 4.50	Tron, Bailey—No. 2, 2 C, \$3.60 each; 3, 3 C, \$3.75; 4, 4 C, \$4.15; 4\frac{1}{2}, 4\frac{1}{2}, C, \$4.50; 5, 5 C, \$4.50; 5\frac{1}{2}, 5\frac{1}{2}, 5\frac{1}{2}, 5\frac{1}{2}, 60; 6, 6 C, \$5.90; 7, 7 C, \$7.00; 8, 8 C, \$8.50.
474 6.00 1708 4.75	6. 6 C \$5.90: 7. 7 C. \$7.00: 8. 8 C. \$8.50.
476 6.50 1710 5.25 479 7.25	Iron, Stanley-No. 602, 602 C, \$4.00 each; 603, 603 C,
Percolator Tops, 10c each. PICKS—Railroad, No. 1710, \$1.85 each; 1711, \$1.50; 1712, \$1.60; 1718, \$1.75; 1714, \$1.85; 1715, \$2.00.	\$4.20; 604, 604 C, \$4.65; 604½, 604½ C, \$5.35; 605, 605 C \$5.35; 605½ 605½ C \$5.80; 606, 606 C \$6.80; 607
PICKS—Railroad, No. 1710, \$1.85 each; 1711, \$1.50; 1712,	C, \$5.35; 605½, 605½ C, \$5.80; 606, 606 C, \$6.80; 607, 607 C, \$7.65; 608, 608 C, \$9.25.
Drifting, No. 1, \$1.25 each; 11/4, \$1.35; 2, \$1.50; 8, \$1.60;	All Wood-Plain, No. 15W, \$1.25; 21W, \$2.25; 27W,
4, \$1.75,	\$2.50; 029W, \$2.65. Razee, No. 17W, \$1.50 23W, \$2.65; 29W, \$3.00.
PINS—Escutcheon—Small lots, 15c os.; large lots, 40% over List.	Wood Bottom, Bailey-No. 22, \$2.60 each; 23, \$2.60; 24,
PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16,	\$2.60; 26, \$3.00; 27, \$3.25; 28, \$3.75; 29, \$3.85; 80, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65.
60c each.	Rabbit—No. 10, \$6.00 each; 10½, \$5.00; 75, 75c; 90,
Collars, No. 018, 014, 25, 25½, 26, 10e each; 27, 15e each. Cylinders, No. 54 (1508), 75e each; 64 (1608), \$1.00 each;	\$3.60; 92, \$3.60; 93, \$4.50; 190, 191, 192, \$2.35.
65 (1612), \$1.10 each: 75, \$1.20 each.	PLIERS—Bernard's, No. 100, 4½-inch, 80c each; 5½-inch,
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 25c each. Elbows, No. 8 Corg., 20c each; 4 Corg., 25c each; 5 Corg.,	\$1.00; 6½-inch, \$1.25. No. 101, 5½-inch, \$1.00; 6½-inch, \$1.25. No. 102, 4½-inch, \$1.50; 5½-inch, \$1.75; 6½-inch, \$2.25; 8-inch, \$3.15. No. 103, 4½-inch, 75c; 5-inch, 90c. No. 104, 4½-inch, 75c; 5-inch, 90c. No. 105, 5-inch, \$1.50.
25c each; 6 Corg., 80c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 80c each; 5 Adj. 4 Pc., 80c each;	\$2.25; 8 inch, \$3.15. No. 108, 4 1/2 inch, 75c; 5 inch, 90c.
Pc., 25c each; 4 Adj. 4 Pc., 80c each; 5 Adj. 4 Pc., 80c each; 6 Adj. 4 Pc., 85c each; 8-inch Adj. Galvd., 85c each; 4-inch	No. 104, 4½-inch, 75c; 5-inch, 90c. No. 105, 5-inch, \$1.50. No. 106, 4½-inch, 90c; 5-inch, \$1.05. No. 108, 6-inch,
Adj. Galvd., 45c each; 8 Corg. Jap., 85c each; 4 Corg. Jap.,	\$1.15. No. 109, 7-inch, \$1.50. No. 111, 5\(\frac{1}{2}\)-inch, \$1.40.
45c each.	Klein's, 6-inch, \$2.00 each; 7-inch, \$2.25; 8-inch, \$2.75;
Flue Stope, Nos. 1 and 86, 15c each; 8, 15c each; 80, 20c each; 40, 20c each.	9-inch, \$8.00.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,	PLUGS—Spark—\$1.00 each. PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00,
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each. PIPE FITTINGS—Price, each.	\$1.00 each: 0, \$1.15; 2, \$1.50; 3, \$1.75; 18, \$2.10; 25,
%, %, %-in. %-in. %-in. 1-in.	\$2.85; 30, \$2.15; 35, \$2.85; 45%, \$3.00; 90, \$2.75; 98, \$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, 60e; 104, 75e;
Blk. Gal. Blk. Gal. Blk. Gal. Blk.	6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518,
Bushings \$.05 \$.10 \$.05 \$.10 \$.15 \$.10 Caps	\$2.50; 6524, \$3.00.
Couplings 10 . 10 . 10 . 15 . 15 . 15 .	POINTS & CHUCKS— For 80 and 81\$.75 8-inch
Qrosses	For \$550 10-inch 1.10
Elbows, 45 Deg10 .10 .10 .15 .15 .25 .25	Nos. 11 and 15, 2-in55 No. 75
Bibows, Red15 .18 .20 .20 .20 .20 .20	8-inch
Elbows, Street10 .10 .15 .20 .20 .85 .25 Floor Flanges20 .40 .80 .60 .85 .60 .40	5-inch
Lock Nuts	6-inch
Plugs05 .05 .05 .05 .05 .10 .10	POLISH (FURNITURE)—Calol, ½ pint, 25c each; 1 pint, 35c; 1 quart, 60c; ½ gallon, \$1.00; 1 gallon, \$1.50; 5
Return Bends20 .85 .25 .45 .30 .45 .50	gallons, \$6.75.
Tees	Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00. Ocdar, 4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00;
Unione20 .25 .20 .80 .25 .85 .80 Waste Nuts10 .10 .10 .10 .10 .15 .10	12 bunce, 25c each; 12 bunce, 50c; quart, \$1.00; % gallon, \$1.50; gallon, \$2.50.
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RETAIL SELLING PRICES—Continued.

POLISHES—Continued.	Each 804 B, 824 B 18.00 Regulation Police 21.00
Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c; 2 pound, \$1.40; 5 pound, \$8.00.	843, 858 18.00 1908 Hand Ejector 21.00
Metal-NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart	848 B, 358 B 13.50 88 S. & W. Perfected. 20.00
\$1.25.	844, 854 13.50 1908 Military 24.50
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;	344 B, 854 B 14.00 1911 Target 22.50 360 B, 865 B 14.25 New Departure 32 18.50
1 C Satinola, 10c; 2 C Satinola, 15c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c 5 P S Shoe Satin, 10c;	Smith & Wesson New Departure 38 20.00
10 P 8 Shoe Satin, 15c; 5 P Satinola, 10c; 10 P.	1905 Military, Police. 22.00
Catanola 1 Ka	RIVETS-Sicted Clinch, Coppered Steel-No. 9, 10c box; 98,
Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk, 20c; 2 Black Eagle, 20c; 10 E Enameline, 15c. Paste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c; 20 Black Silk, \$1.35; 01 Black Eagle, 30c; 95 Black Eagle, \$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black Lab.	10c box.
20c; 2 Black Eagle, 20c; 10 E Enameline, 15c.	Tinners', in Papers—Black: Plus 10%; tinned, plus 10%.
Rich Silb 21 25. 01 Rick Eagle 20c. 95 Rick Eagle.	Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c; 3½, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c.
\$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black	
Jack, 15c; I Rising Sun, 15c.	RIFLES—No. and Model— 16 A TD—Standard 82.75
POTS—Fire	Daisy Air Each Stevens
Gasoline, O. & L. 8 Quart	25
5 17.00 12 Quart 1.50	8 2.65 Marksman 6.50
21 14.50 16 Quart 1.75	80 2.25 Favorite 7.85
71 19.00 Tin—	11 1.50 70 TD—.22 11.50
72 17.00 4 Quart 3.55	12 1.85 Winchester King Air 1886 SF—Round Brl 36.00
221 22.50 6 Quart65 Watering Galvanised 8 Quart85	King Air 1886 SF—Round Brl. 86.00 TD—Round Brl. 42.00 TD—Round Brl. 42.00
4 Quart	5 2.65 1890 TD—Oct'gn F'cy 48.50
6 Quart 1.00	21 TD—Oct on Plain 22.50
PULLERS-Nail-Rex, \$1.45 each; Rex. Jr., \$1.25; Red	22 1.50 1892 SF—Round Brl. 25.50 Marlin SF—Octagon Brl. 27.00
Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.	
PULLEYS-Brass Screw, No. 850, 1/2 inch, 10c each; 1/8, 10c	20 TD—Octagon Brl. 17.50 SF—Carbine 24.00 27 TD—Round Brl. 20.50 TD—Octagon Brl. 85.00
each; %, 10c each; 1, 15c each; 1%, 25c each; 1%, 40c	MT Assess Dal 28 AA 1804 SW-RAHAA HTL 27.50
each. No. 370, % inch, 25c each; 1, 40c each. Brass side, No. 1150, ½ inch, 20c each; %, 25c each. No.	29 TD—Round Brl 15.50 SF—Octagon Brl. 29.50
1170. 14 inch. 25c each: %. 80c each.	29 TD—Round Brl. 15.50 1897 TD—Round Brl. 21.50 TD—Octagon Brl. 23.50 TD—Octagon Brl. 23.50 TD—Octagon Brl. 23.50
1170, ½ inch, 25c each; ½, 30c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2½ 20c each; 660, 15c	
Clothes Line, No. 610, 2 15c each; 21/2 20c each; 660, 15c	4 TD-Ostagon Brl., 11.00 1895-Gov't Model 41.00
each; 670, 15c each; 1610, 2 15c each; 2½ 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 35c each; 6500,	6 mm Donad Borrel 7 60 1895 Tl) 44.00
55c each.	8 A TD—Round Brl. 45.00 1902 TD—22
Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each;	12 TD—Round Barrel. 18.20 1908 TD—Plain 32.00 TD—Octagon Brl 20.20 TD—Fancy 56.00
46, 85c each; 1651, \$1.95 each.	14 A TD.—Standard 82.85 1900 TD 21.00
PULLEYS—Frame—No. 4 Ottumwa per dos., 65e; No. 5.	TD—Carbine 82.75 1907 TD 40.00
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.	ROPE-Cotton Thread-Size 8-16, 75c lb.; 1/4 to 5-16, 75c;
PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.	3/ 40 3/ 750' (6 to 1, /DC.
PUTTY—Per lb., 10c.	Manila—Base, 45c lb Sisal, Base, 85c lb.
RAIL (HOUSE DOOR)— Prouty	
	BULES, Boxwood-Lufkin Stanley-No. 171, (86) 50c each;
No. 5 Foot, \$.15	RULES, BUXWOUL 700: 279 (9) \$1 15: 888 (82) 70c: 888
TRICHELES- ALTICOX	No. 372 (3646) 700; 878 (8) \$2.10; 800 (827, 100)
No. Foot No. Foot	No. 372 (88 %) 700; 370 (37 %) 600; 651 (68) 200; (82 %) 950; 465 (69) 200; 488 (57) 600; 651 (68) 200;
No. Foot No. Foot 9\$.12 16,019\$.50	No. 372 (38 %) 70c; 374 (37 %) 70c; 651 (68) 20c; (82 %) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; (82 %) 95c; 752 (70) 40c; 752 B (7) 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 752 B (61) 30c; 752 (70) 40c; 752 B (61) 40c; 751 (62) 80c; 861
No. Foot No. Foot 9	No. 372 (36 ½) 70c; 37 (37 ½) 70c; 651 (68) 20c; (82 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (62) 80c; 861
No. Foot No. Foot 9	No. 372 (36 ½) 70c; 372 (37 4) 70c; 372 (37 4) 80c; 651 (68) 20c; (82 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (62) 80c; 861 A (53 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 80c; 8851 Y (66) 60c; 8861 (66 ½) 70c; 3881 (66 ½)
No. Foot No. Foot 9	RULES, Box wood—Lufkin Stanley—No. 171, (86) 50c each; No. 372 (36½) 70c; 378 (3) \$1.15; 386 (32) 70c; 888 (82½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 8861 (66½) 70c; 3881 (66½) \$1.40.
No. Foot No. Foot 9	The same of Discharge at 00 each 1085. Black
No. Foot No. Foot 9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmiths,
No. Foot No. Foot 9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.
No. Foot No. Foot No. State No. No. State No. No. State No. No. No. State No. State No. No. No. No. State No. State No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.
No. Foot No. Foot 9 \$.50 152 0132 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.50 150 \$.5	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.
No. Foot No. Foot St. 12 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.
No. Foot No. Foot 12 16,019	Rules, Steel—B 85, Blackmiths, \$1.00 each; 1085, Blackmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55e; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8523 (406 F), 65c; 8523 (406 F), 65c; 8525 (406
No. Foot No. Foot Solution State Solution Solutio	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.
No. Foot No. Foot 9 \$.50 132 0132 \$.50 150 \$.50 .	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F. 50c each; No. 806 F, 70c; 8513 (03), 40c; 8518 (04) 55c; No. \$306 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8513 (408 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. Rep.
No. Foot No. Foot 9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 29-in. 24-in. 26-in. Rap 7
No. Foot No. Foot Solution F	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip 7
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 23-in. 24-in. 26-in. Rip. 7
No. Foot No. Foot 9 \$.50 182 0132	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8518 (04), 55c; No. 806; 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8516 (108), 50c; 8516 (105), 76c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip No. 18-in. 20-in. 21-in. 24-in. 26-in. Rip No. 21-in.
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. Rap No. 18-in. 20-in. 22-in. 24-in. 26-in. Rap 7\$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$3.60 D.8 & 1874 2.35 2.50 2.60 2.70 2.85 3.10 16 2.35 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.45 8.70 112 2.80 2.95 3.20 3.85 3.60 3.85 D.21 \$2.2 2.50 2.65 2.55 3.55
No. \$ 10. \$ 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. Blp No. 18-in. 20-in. 22-in. 24-in. 26-in. Blp The standard Sample Sampl
No. \$ 10. \$ 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 28-in.
No. \$ foot \$	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; No. 806 F, 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rap 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.60 D.8 & 1874 2.35 2.50 2.60 2.70 2.85 3.10 16 2.35 3.50 3.60 3.70 2.85 3.10 12 2.80 2.95 3.20 3.85 3.65 3.85 3.60 D.20 & 23 2.85 3.05 3.25 3.60 D.20 & 23 2.85 3.05 3.25 3.50 D.20 & 3.15 3.25 3.40 3.60 3.75 4.00
No. \$ 10. \$ 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 28-in. Rap 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 2.70 2.85 3.10 16 2.85 3.50 2.60 2.70 2.85 3.10 16 2.85 3.50 3.60 2.70 2.85 3.10 12 2.80 2.95 3.20 3.85 3.60 3.85 12 2.80 2.95 3.20 3.85 3.60 3.85 10.21 \$2.2 2.50 2.65 2.85 3.05 3.25 3.50 120 2.85 3.05 3.25 3.50 120 2.85 3.05 3.25 3.50 120 3.15 3.25 3.85 3.60 3.75 4.00 120 3.15 3.25 3.85 3.05 3.25 3.55 0.10 2.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.50 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 3.15 3.25 3.85 3.05 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.25 3.55 0.10 0.10 3.55 3.85 3.55 3.55 3.55 3.55 3.55 3.55
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip. 70. \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.60 2.70 2.85 \$1.00 16 2.55 \$2.50 2.60 2.70 2.85 \$1.00 16 2.55 2.50 2.60 2.70 2.85 \$1.00 16 2.55 2.50 2.60 2.70 2.85 \$1.00 12 2.50 2.65 2.85 3.05 3.25 3.45 \$7.00 12 2.50 2.65 2.85 3.05 3.25 3.45 \$7.00 12 2.50 2.65 2.85 3.05 3.25 3.50 120 2.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.50 2.65 2.85 3.05 3.25 3.50 120 3.55 2.50 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.55 120 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip. 70. \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.60 2.70 2.85 \$1.00 16 2.55 \$2.50 2.60 2.70 2.85 \$1.00 16 2.55 2.50 2.60 2.70 2.85 \$1.00 16 2.55 2.50 2.60 2.70 2.85 \$1.00 12 2.50 2.65 2.85 3.05 3.25 3.45 \$7.00 12 2.50 2.65 2.85 3.05 3.25 3.45 \$7.00 12 2.50 2.65 2.85 3.05 3.25 3.50 120 2.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.50 2.65 2.85 3.05 3.25 3.50 120 3.55 2.50 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 2.65 2.85 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.50 120 3.55 2.55 3.05 3.25 3.55 120 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.
No. \$ 12 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8625 (406 F), 55c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 22-in. 24-in. 26-in. Rip No. 22-in. 28-in. 24-in. 26-in. Rip No. 28-in. 28-i
No. \$ 12 16.019	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 75c; 8518 (108), 50c; 8625 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 22-in. 24-in. 26-in. Rip No. 22-in. 24-in. 26-in. Rip No. 25-in. 25-in. 26-in. Rip No. 25-in. 25-in. 25-in. 26-in. Rip No. 25-in. 25-in. 26-in. Rip No. 25-in. 25-in. 25-in. 26-in. Rip No. 25-in.
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8625 (405 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip. 70
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8518 (108), 50c; 8515 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip 70. 21.00 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.80 \$2.50 \$2.80 \$3.50 \$3.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.00 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.50 \$2.85 \$3.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.5
No.	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F. 50c each; No. 806 F, 70c; 8513 (03), 40c; 8518 (04), 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (406 F), 65c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. 8AWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rap 7
No. \$ 12 16.019\$.50 182 0132\$.50 150\$.10 RASPE—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Haif round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Haif round cabinet, 8, 75e; 10, 90c; 12, \$1.25; 14, \$1.80; 16, \$2.00. RAZORS (SAFETY)— Eveready No. No. No. 706 B, Blades, Pkg. \$40 2, each 8.00 800, each 1.00 800 B, Blades, Pkg. 50 Enders 900, each 1.00 800 B, Blades, Pkg25 Durham Domino 1000, each 1.00 900 B, Blades, Pkg25 Durham Domino 1000, each 6.50 480, each 5.00 450, each 5.00 500, each 5.00 460 B, each 5.00 500, each 5.00 460 B, each 5.00 501, each 5.00 12 X B Blades, Pkg. 1.00 1, set 5.00 501, each 5.00 15, set 6.00 60 B Blades, Pkg50 251, set 6.00 600 B Blades, Pkg50 RIGHETERS— Jap 6x8 \$1.55 White 6x8 \$1.85 REGISTERS— Jap 12x14 \$1.50 White 6x8 \$1.80 No. 75e; 12, 40 No. 706 B, Blades, Pkg50 1.50 \$00, each 5.00 1.50 \$00, each 5.00	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F. 50c each; No. 806 F, 70c; 8513 (03), 40c; 8518 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (406 F), 65c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rap 7
No.	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8513 (05), 40c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8518 (108), 50c; 8515 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 70. 21.00 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.80 \$2.95 \$3.20 \$3.85 \$3.60 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.80 \$2.95 \$3.20 \$3.85 \$3.60 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.80 \$2.95 \$3.20 \$3.85 \$3.60 \$3.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.50 \$2.85 \$3.50 \$3.25 \$3.50 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.45 \$3.70 \$3.25 \$3.25 \$3.50 \$3.25 \$3.5
No. \$ 12 16.019\$.50 182 0132\$.50 150\$.10 RASPE—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.35; 16, \$1.80. Haif round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Haif round cabinet, 8, 75e; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00. RAZORS (SAFETY)— Eveready No. 700, each \$1.00 706 B, Blades, Pkg. \$40 2, each 8.00 800, each 1.00 800 B, Blades, Pkg. 50 Enders 900, each 1.00 900 B, Blades, Pkg25 Durham Domino 1000, each 1.00 900 B, Blades, Pkg50 Gillette 00, each 6.50 480, each 5.00 450 B, each 5.00 500 B, each 5.00 450 B, each 5.00 500 B, each 6.00 470, each 5.00 501 B, each 5.00 12 X B Blades, Pkg. 1.00 1, set 5.00 501 B, each 5.00 15, set 6.00 60 B Blades, Pkg50 251, set 6.00 600 B Blades, Pkg50 RAGE STATE ST	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8513 (08), 40c; 8514 (04) 55c; 8523 (408 F), 40c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 75c; 8618 (108), 50c; 8625 (405 F), 55c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 28-in. 28-i
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8518 (04), \$5c; 8518 (05), 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 70c; 8190 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$12 \$2.20 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$12 \$2.20 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$12 \$2.20 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$12 \$2.20 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.00 \$2.15 \$2.25 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.00 \$2.15 \$2.25 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.00 \$2.15 \$2.25 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.00 \$2.25 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$1.00 \$2.25 \$2.85 \$3.05 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85 \$3.50 \$3.25 \$3.60 \$3.85
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8625 (405 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. No. \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.60 2.70 2.85 \$1.0 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.65 2.85 \$0.5 3.25 \$2.50 2.60 2.70 2.85 \$1.0 2.85 \$2.50 2.
No.	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8513 (08), 40c; 8514 (04) 55c; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8626 (856 F), 85c. SAWS, DISSTON— 28-in. 20-in. 21-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 28-in. 28-i
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 75c; 8518 (108), 50c; 8625 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 26-in. Rip No. 18-in. 20-in. 29-in. 24-in. 28-in. 10-in. 21-in. 26-in. Rip No. 12-in. 28-in. 2
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8518 (108), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip 70. \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.85 \$3.05 \$3.25 \$3.45 \$7.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.50 \$3.5
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8513 (08), 40c; 8514 (04) 55c; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 22-in. 24-in. 28-in. Bip No. 28-in. 28-i
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8513 (08), 40c; 8514 (04) 55c; 8525 (406 F), 70c; 8618 (108), 50c; 8625 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 28-in.
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85. Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 808 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8518 (108), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.20 \$2.85 \$3.05 \$3.25 \$3.45 \$7.0 \$112 \$2.80 \$2.95 \$3.20 \$3.85 \$3.60 \$3.85 \$122 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.20 \$2.50 \$2.65 \$2.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.60 \$3.70 \$2.85 \$3.10 \$12 \$2.20 \$2.50 \$2.65 \$3.85 \$3.55 \$3.55 \$2.50 \$2.60 \$3.70 \$2.85 \$3.10 \$12 \$2.20 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.50 \$2.60 \$3.75 \$4.00 \$2.15 \$3.55 \$3.50 \$3.25 \$3.50 \$2.50 \$3.60 \$3.75 \$4.00 \$2.15 \$3.55 \$3.50 \$3.25 \$3.50 \$3.55 \$3.5
No. \$ 12 16.019 \$.50 182 0132	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8513 (08), 40c; 8514 (04) 55c; 8525 (406 F), 70c; 8618 (108), 50c; 8625 (405 F), 55c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip No. 18-in. 20-in. 21-in. 24-in. 26-in. Bip No. 28-in.

RETAIL SELLING PRICES-Continued.

	RETAIL SELLING	PRICES—Continued.
8AWS—Continued. Hand— 28 in	Atkins No. 66 and 67— 22 in	D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 8, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.07, 749, \$3.15; 750, \$3.25. The last figure in the number of a scoop shows its size.
28 in	23 in	SCREWS— Iron Bench—
20-inch	28-inch	6 inch
20-inch \$2.50 22-inch 2.75 24-inch 2.85 26-inch 8.00 28-inch 8.50 80-inch 8.76	26-inch 2.75 28-inch 3.25 No. 4 Simonds or No. 120 Disston. 26-inch \$4.00	No. 0
No. D100 or No. D20 Disston. 26-inch	28-inch	Full Pkg. Pkg. 5c Dozen to \$1.00 List FH Brt60% 50% 10c Dozen to 2.00 List RH Bl60% 50% 15c Dozen to 3.00 List RH Nic50% 40% 25c Dozen to 5.00 List RH Nic50% 40% 25c Dozen to 5.00 List
Back 14 in 2.50 Back 18 in 2.75 Back 20 in 3.00 Back 22 in 3.25 Compass No. 2. 10 in 60	18 in 1.33 20 in 1.50 22 in 1.65 Kitchen No. 2, 13 in 45 14 in	FH Gal 40% 30% 30e Dozen to 6.00 List FH Brs 20% 20% 35c Dozen to 7.00 List RH Brs 20% 20% Betail Contr's. by dos. Lag list Plus 25% Cap V. thread list Plus 25%
14 in	16 in	Set
16-inch	Nest Complete No. 8. 1.50	Brass, 40% to List Frice. Bench—Iron—1-inch, \$1.00; 1%-inch, \$1.25; 1%-in, \$1.50; 1%-inch, \$2.25; Wood—2-inch, \$1.25. SOREW DRIVERS—Yankes—30, \$2.00; 31, \$2.75; 35, \$1.50; 180, \$2.25; 181, \$2.90.
200, \$1.50; Went, 2, \$2.50; \$1.50; N83, \$2.00; No. 11 with SAW SETS— 201 G. & P	1.75; 0, \$1.00; 105, \$2.50; Perfection, \$1.00; No. 10, th guide, \$8.25.	SOREW DRIVERS—G. & P.—867—1%, \$5c; 8, 40c; 4, 45c. SOYTHES—Bush— No. Each 400
Spec. Morrill	7 Taintor. 1.10 28 Triumph 1.25 Hammer .85 Lever .25	Grass 200 . 1.90 100 1.90 250
Morrill No. 8	Morin No. 2	\$2.00 each. Forks, Barley—Bol85, \$2.00 each; B0505, \$2.75; Bol8D, \$2.00; B050D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; 0 3164½A, \$1.80; o 3165, \$1.85;
No. 6 1.00 No. 6 1.85 No. 9 1.50	No. 4 Setting Blocks— No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst. 4.50 Swages, Whitings 1.00 Atkins Rex 1.00	0 3165 ½, \$2.00. Forks, Header—Ro154 ½, \$2.25 each; Ro155, \$2.25; Ro155 ½, \$2.25; Ro156, \$2.35; Ro164 ½, \$2.40; Ro165, \$2.50; Ro165 ½, \$2.85; Ro155 Å, \$2.85;
5-M Tooth Gauge	108, \$4.00 each; 115, \$4.00	Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44Y, \$1.35; 54\{\fmu}X, \$1.50; 64\{\fmu}X, \$1.75; o44\{\fmu}XZ, \$1.85; o44X, \$1.40; o44\{\fmu}X, \$1.50; o44\{\fmu}, \$1.50; o54\{\fmu}X, \$1.75; o54\{\fmu}X, \$
SCISSORS—Cast, No. 10, 40c e inch 45c; 240, 4 inch 25c; 41/4 inch 30c; 5 inch 35c; 51/4 70c; 350, 65c.	ach; 44, 7½ inch 40c; 8½ i inch 30c; 225, 4 inch 30c; inch 40c; 6 inch 45c; 320,	\$1.50; L4X, \$1.85; cL4X, \$1.50; o5H4, \$2.50; Jo4, \$2.00; JoW, \$2.50. Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7½, \$1.10; \$4W, 75c. Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFM, \$1.25;
Wiss, No. 4 B H, \$1.25 each; 54 ½, 95c; 55, \$1.00; 55 ½, \$1 57, \$1.20; 154 ½, \$1.10; 155, \$1.25; 156 ½, \$1.25; 157	1.05; 56, \$1.10; 56½, \$1.15; \$1.15; 155½, \$1.20; 156,	HOOKS, POINTO—NO. 4BHD, \$1.25 each; 4BHFM, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.35; 6GNR, \$1.50. Hooks, Manure—No. M40, \$1.35 each. Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.
365. \$1.30; 366. \$1.45; 468, \$1.20; 573. \$1.45; 573 %, \$1.66 81.20; 573. \$1.45; 573 %, \$1.66 83 %, \$1.60; 664, \$1.65; 768 \$1.15; 764 %, \$1.20; 765, \$1.2 773, \$1.10; 773 %, \$1.15; 774 \$1.25; 815, \$1.30; 815 %, \$1.3	0; 574 ½, \$1.65; 663, \$1.45; 1, \$1.05; 763 ½, \$1.10; 764, 5; 765 ½, \$1.30; 766, \$1.35; 1, \$1.20; 814, \$1.20; 814 ½, 5; 816, \$1.45.	Rakes, Hay, Wood—No. 01, 50c each. Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15. Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM,
COOPS—Long Handle, No. A 4 744 L, \$2.50; 746 L, \$2.60. Potato Forks. Fish Fo	STEEL G	65c; 12SM, 60c; 14BM, 60c; 14SM, 65c. Rakes, Steel Bow—No. B11, \$1.10 each SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.85; SB16, \$1.00. Soods— Snathes. Mortar. Floral Sets.
P064	\$.75 RA	50 . 1.85 9 . \$1.15 1
212	BB6	No. 7 1.00 Asphalt. S.50 Floral Hoss. GE2-0
Shavings Forks. Ladie 806L 2.15 LY5	s'. Mattock.	Planter's Eye. Dandellon. GR6 .45 AE3 .65 Spude .80 Clam Rakes. AE5 .75 Dock Cutter \$1.25 1120 8 25

RETAIL SELLING PRICES-Continued.

SHEARS—Grass	No. Each No. Each
Each Each 1 .\$.45 0267 .85 26 .50 460 .60	100 G V R
26 .50 460 .60 6½ .65 07½ .90 997 .1.25 11 G .1.50	Try and Mitre 2 6
SHEARS—Dressmakers', Etc., Wiss— No. Each No. Each	2 7 1/285 20 4 1/245 2 9 1.00 20 6
130 \$2.60 189 2.00 136 1.25 190 L 2.45 1384 1.35 198 1.60	12 4
137	12 1085 20 12 1.00
137 ½ L H 1.90 347 ½ 1.75 138 1.60 348 1.80 138 L H 2.00 447 1.80	STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c; 112, 65c; 115 to 117, \$1.25; 118 to 120, \$1.00; 121 to 123,
$138\frac{1}{2}$	75c; 124 to 126, 75c; 133 to 135, \$1.00; 136 to 138, 65c; 142 to 144, 50c; 145 to 147, 35c. Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16,
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00;
148½	55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50e; 80, 60c; 86, 75e; 88, \$1.00; 92,
182 3.00 1038 1.60 134 3.80 1038½ 1.65 186 4.90 1039 2.00	50c; 94, 60c. Pike's Scythe—No. 89, 15c each; 40, 15c; 41, \$15c; 42, 20c.
SHEETS—Galwanized, Full Sheets—10 to 16, 12 ½ o lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c Black	SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.
Sheets—Full Sheets, 12 to 16, 11c 10.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ptd.,	STAPLES—Netting, Galv., 15c lb.; Barbed Wire,, Polished, 7 ½ c.
28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.	STARRETTS' TOOLS—"Shop" or "Retail"— Micrometers, 40% above list.
8HEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 80 gauge, 15c cut, 10c full sheet.	Caliper Rules, 40% above list. Thickness Gauges, 40% above list. Steel Tables, 40% above list.
Galvanized Fiat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet. Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-	All other items, 25% above list. G. & P. GOODS—Hack Saw Frames—
rauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.	69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$2.00 STOCKS & DIES—
8HIELDS— Diamond—Expansion 3.16, each	Green River List plue 25% Common No. 1 pipe. \$7.75 Little Giant, Liet plus 25% No. 2 9.90
3-16, each\$.05 Diamond—Lead ¼, each\$.04 5-16, each\$.04	Armstrong No. 1 pipe \$5.85 Stocks Only— No. 2
%, each	No. 8, 1 14 to 213.00 Armstrong No. 2 8.50 No. 8, 1 to 215.60 No. 35.85
%, each	STOP AND WASTE— Rough Brass, Iron Pipe Threads No. 10 T-Handle er
SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.	No. 20 Lever Handle— 1/2 inch\$1.25 1/2 inch
Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb. SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags),	% inch
20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 20c lb. Buck, Nos. 1, 2, 8, 20c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.	% inch
8HOVKLS—D Handle, Round Point, No. 102, \$2.60 each; 201,	No. 16 Unlined\$2.25 No. 22 Lined\$4.50 No. 18 Unlined 8.00 No. 24 Lined 5.00
D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25. Log Handle, Round Point, No. 200, \$2.25 each; 800, \$2.25; 401,	No. 20 Lined 4.00 No. 26 Lined 6.00 STRIP—Weather—Rubber, ½-in. 8c per ft; %-in. 4c ft.
Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.	SUPPORTS—Wagon Tongue— No. in. Price No. in. Price
\$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.30; 1002, \$2.50; 1008, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007,	1 % \$1.50 2 % \$2.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50
\$2.25; 1008, \$2.50. A88ES' SKIN-25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.	each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00
SLEDS—Hand and Coaster. Jr. Racer 4.25 Flexible Flyer— Racer 5.00	each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 85c
No. 1	lb.: No. 4. 85c lb.: 6. 85c: 8. 35c: 10. 85c.
No. 4 5.50 No. 10 2.25 No. 5 7.50 No. 11 2.75	Oarpet, No. 484 Out, or 484 Wire % lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out, er 488 Wire % lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.
No. 6	3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 85c; 12, 35c. Gimp—No. 324, 2½, 15c box; 8, 15c; 4, 15c; 6, 15c; 8, 15c.
80LDER-1/2 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60,	Upholsterers'—No. 304 Cut, ¼ lb. papers—1¼ 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Cut, er 355 Wire in bulk—3, 35c
65c lb. SNPS, TINNERS—Wiss, Regular—No. W 6½, \$4.25 pair; W7 22 75. W8 \$8.00: W9 \$2.65: W 10. \$2.35; W11.	1b.; 4, 85c; 6, 85c; 8, 85c; 10, 85c; 12, 85c.
SNIPS, TINNERS—Wiss, Regular—No. W 6½, \$4.25 pair; W7, \$3.75; W8, \$8.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12. \$1.50. Wiss, Curved Blade—No. W6½OB, \$6.25 pair; W7CB, \$5.55; W10CB. \$8.65; W11CB.	Double Pointed—Blued, ¼ lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 80e lb.; 210, 30c; 211, 30c; 212, 30c
\$3.00; W12CB, \$2.65.	TAPS—Machine Hand— Disc. 1-16 to 15-6480% 1 1-16 to 220%
SQUARES, STEEL Bach No. Each	14 to 1
3 2.00 24 1.35 3 B, 3 G 2.60 27 1.75 10 1.50 100 2.50	Machine Screw— 1 1/4 to 12
14 B. 14 G	14 to 24
22 1.25 100 C R 8.85	· · · · · · · · · · · · · · · · · · ·

RETAIL SELLING PRICES—Continued.

TAPES— Starrett No. 510, 25-ft. 263 \$8.85 No. 510, 50-ft 263 \$4.85 No. 510, 76-ft. 265 6.15 No. 510, 100-ft. 265 7.75 No. 505, 35-ft. 240 \$8.85 No. 505, 100-ft. 246 6.75 Starrett Starrett No. 505, 100-ft. 246 6.75 Starrett Lufkin Lufkin Starrett 550 8.00 105 6.25 556 6.00 1263 8.60 108 5.00 1263 8.60 1263 8.75	Moulds, All Kinds 201 IC, Plain .15 1 Melon 1.35 201½ IC, Plain .15 2 Melon 1.50 202 IC, Plain .15 2 Pudding 1.40 203 IC, Plain .20 02 1.05 204 IC, Plain .20 3 Melon 1.65 205 IC, Plain .25 3 Pudding 1.60 206 IC, Plain .25 03 1.15 208 IC, Plain .30 4 Melon 1.90 2100 IC, Plain .35 08 1.5 2120 IC, Plain .45 10 30 300 IC, Ret. .15
TEES—Stove Pipe—Cylinder— Asbestos 6 inch— Adjustable 6 inch—	15
6x4, each\$.90 4 to 8	61
6x6, each 1.25 6 to 12	61 ½
8x6, each 1.75 6 to 12	061 1/2
TENTS—Poles	062
Stakes Size S-oz. 10-oz. Per Set	63
7x7	80
9x9 14.25 16.65 2.85	Pails, Dairy 504 IX, Ret
9 ½ x12	12
12x18 27.75 82.45 5.20	14
14x16 29.50 84.65 5.20 14x20 86.65 42.55 6.20	50
16x18 40.25 47.85 6.20	60
16x20 44.35 51.75 6.50 16x24 50.50 58.75 7.80	100
16x80 61.10 71.25 8.45 A or Wedge—	105 1.40 12
5x7 6.50 7.55 1.95	120
717 8.20 9.55 2.25	125
7x9 9.80 11.50 2.60 Flys—½ price of tent. Pins, 8c each.	140
THIMBLES-Asbestos-Each, 6x4, 90e; 6x6, \$1.25; 6x8,	145 1.75 8
\$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.	200 45 4 55 220 1,10 6 85
	240 1.25 Scoops
THIMBLES—Flue—6-in., 10e; 7 in., 10e.	412 1.50 000
THICKNESS GUAGES-40% above list price.	45
TIN—Common Roofing—40e per sheet.	512 2.15 850 514 2.25 455
TINWARE— 02	Pans, Dish 12 20
No. Each 04	8—IX Tin
017\$1.85 12 2.75 018 1.50 14 8.25	14
019 1.15 500 4.00	17 1.25 40
027 1.60 502 4.50 028 1.70 508 5.00	10—IXX Tin 1.25 165 2.50
029 1.83 805 5.50	17 1.65 Sifters, Flour
351 ½ 90 510 7.50 352 1.05 Kettles, Tea	21
858	21
856	80 8.00 5 80 Pans, Milk 10 35
Boilers, Wash 028	200 IO, Plain10 50
8.00 047 3.00	200 ½ IC, Plain10 Fairy20
028 A 8.25 048 2.50 28 A 8.50 049 2.75	TONGS—Vulcan Chain—81, \$8.50; \$2, \$5.00; \$8, \$7.00; \$8\frac{1}{2}, \$9.00; \$4, \$11.00.
29 A 3.75 Oct 2.00	
0128 B	TORCHES—Alcohol, No. 28, \$2.00 each. Gasoline, No. 14, \$4.00 each; 87, \$6.75 each; 88, \$7.25 each;
129 B 8.85 Retties, Lipped Preserving	31, \$7.75 each; 82, \$8.00 each; 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each.
0228 B	Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.
Bowls, Wash 220	
06 1/2	TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.
08	(2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.
8 1/2 1.00	house, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 New-
8	Game—O Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.85; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor, 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.
Buckets, Covered 010	20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3
11 1/2	Victor, 60c; 4 Victor, 75c. Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c;
12	Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.
14	Mole—Reddick, \$1.00 each; Out O Sight, \$1.25. Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood,
Buckets, Dinner 1 3.75 1	15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c;
285 8 4.50	Cage, 25c. Rat—Sure Catch, 10c each; Security, 25c; Holdem, small,
895 44 8.25	75c; Holden, large, \$1.00.
80	TROUGH-
40	
650	4 in \$.18 % 6 inch, per dos40
674 1.65 84	5 in
Cans. Milk 86	Mitres- 5 in
1	4 in
8	6 in
4	Hangers—Wire— 5 in
	, you wow

RETAIL SELLING PRICES-Continued.

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), \$1.00 each.	Steel Tray and Frame—No. AX, \$11.25 each; 4, \$13.00; 5, \$14.25; 10, \$19.50.
Disaton, No. 10, 10½, \$1.50 each; 11, \$1.60 each; 11½, \$1.65 each; 12, \$1.75 each; 18, \$1.85 each; 14, \$2.00 each.	WINDOW GLASS — 3B Grade —
	Single Strength-
11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each. TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c.	2nd 3 Brackets80% Double Strength80%
TWINE—Sacking—14-lb. hank, 20c.	Extras for Putting in Glass— 1st 8 Brackets, light. \$.50 2nd 8 Brackets, light .75 Large July 1
TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.; Flax—No. 18 B B 50c lb.; 24 B B, 50c; 18 B C, 60;	Larger Lights
	WIRE—Plain Fence—
55c; 33 Sacking, 75c; 44 Sacking, 75c. Hemp— No. 42 40c lb.; 6, 40c; 07, 40c; 1018Bc, 60c;	Black—Nos. 6 to 16, 5 to 24-lb., lots
1024 Bc, 60c; 1036 Bc, 60c.	Black, 1 to 5-lb\$.10 Galv., 1 to 5-lb12 Barbed Fence—
UNIVERSAL PLATES—Mild Steel Bars.	
14-inch and thicker and wider than 6-inch 9.25 ewt. VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-	Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90;
in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.	Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spol Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.
VALVES—	
Standard Globe and Standard Angle Valves— Gate Valves—	lb.; 50 to 100-lb. add 1 c lb. Bale Ties— 9 ½ ft., 15 Ga., per bundle of 250, \$8.25 WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open;
%	
35 36 1.65	vanized), open; American Special (galvanized), open. Smooth-Twisted—Two Strand, open.
1 80 4 1.60 1.65 4 1.65 1.65 4 1.85 1.65 4	WIRE CLOTH-Hardware Galvanized-Mesh and Kind Linch
14 2.75 14 4.00	mesh, 16c square foot; % inch mesh, 18c; % inch mesh, 18c; 2-mesh, 9c; 3-mesh, 9c; 4-mesh, 9c; 6-mesh, 10c; 8-mesh, 10c.
1½ 5.50 2 5.75 2 7.75	14 M, Bronze, 15c; 14 M. Galvanized, 44c; 16 M. 5c; 14
VISES—Solid Box—	m, Opal, 5 c; 16 m, Opal, 5c.
85 lb\$12.50 65 lb 17.50 90 lb 25.00 40 lb 18.15 70 lb 18.75 95 lb 26.25	WOODENWARE— Boards, Pastry
45 lb 18.75 75 lb 20.00 100 lb 27.50	No. Each No. Each
55 lb 15.00 85 lb 28.15 150 lb 48.60	16x22 inches
60 lb 16.25 WAGONS—Express.	Pins. Rolling
Steel- No. 30 7.00	Bowls, Chopping 20 (1)
No. 08 1.65 Warman	
No. 02 1.85 No. 0 2.25 No. 18 6.50	WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70e; 8, 60c.
No. 1 2.75 No. 20 7.50 No. 2 8.50	WOOL-Steel-1-lb. rolls-0, 85c; 1, 75c. Wheels-Grinding
No. 8 8.50 Mars—Welle—	Diacount 40%.
No. 10	WRINGERS (CLOTHES)—American—No. 10, \$4.25 each; 10 M, \$3.85; 100, \$5.75; 110, \$4.75; 117 E, \$6.25; 130 E, \$6.00; 180, \$6.00; 180 E, \$6.50; B 180 E, \$10.50; 190 E, \$6.50; 300, \$6.00; 301, \$6.25; 302, \$7.00; 360 E, \$7.25; 361 E, \$8.00; 370 E, \$6.75; 390 E, \$6.75; 570 E, \$7.50; 571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00. Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$3.50. White, No. 2, \$2.25 each; 3, \$8.00; 1, \$8.50; 0, \$4.25; 8, Steel, \$4.00.
No. 20 6.50 No. 12 7.00	\$6.50; 800, \$6.00; 801, \$6.25; 802, \$7.00; 860 E, \$7.25;
WASHERS—Cast Iron—Size 1/2 to %, 12 1/2 c lb.; 1/4 to 2, 12 1/2 c lb.; Angles, all sizes, 15c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle,	861 E, \$8.00; 870 E, \$6.75; 890 E, \$6.75; 570 E, \$7.50; 571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00.
20c ID.	Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$8.50. White, No. 2, \$2.25 each; 3, \$8.00; 1, \$8.50; 0, \$4.25; 2
Wrought Steel—Size 3-16, 80c lb.; ¼, 25c lb.: 5-16, 25c lb.; ¾, 20c lb.; 7-16, 20c lb.; ¼, 15c lb.; 9-16, 15c lb.;	
78, 15c 10.; 78, 15c 10.; %, 15c 15.; 1, 15c 15.	WROUGHT BRASS BUTTS-Narrow, Middle & Broad Add 85% to List.
WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.;	WRENCHES—Agricultural— No. 6, 75c each; 8, 90c; 10, \$1.05: 12, \$1.35: 15, \$1.75.
10 Wool, 26c lb.	\$1.05; 12, \$1.35; 15, \$1.75. Alligator—No. 0, 20c each; 1, 25c; 2, 60c; 3, \$1.45; 12, 30c; 13, 50c.
WATCHES—Yankee\$1.85 Junior 2.75	Remis & Call-No. 19 49 50 asch: 15 49 75, 19 44 75
Triumph 1.50 Midget 2.75 Eclipse 2.00 Radiolite 2.50	Coes—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.60; Knife (10), \$2.00; Knife (12),
WAX—Floor, 60:	\$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (8), \$1.60;
WEANERS-Calf-Shaws No. 1, 50c: No. 2, 65c. Hoosier	Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50.
N 11, 75c; No. 12, 85c. Kantsuk-Calf, 40c; Cow, 50c.	Crescent—No. 188 (4), \$1.85 each; 188 (6), 95c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$1.85;
WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.	68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25. Parts add 30%.
WEIGHTS-Sash-8 lbs. and over, 4c lb. Eveners or Bal-	Hawkeye—No. 200, 60c each.
ances— 12, 7c lb.	WRENCHES—. P. S. & W. Stronghold
WHEELBARROWS — Brick — No. 10 B, \$10.75 each; 20, \$10.75.	Each Each 25 6
Garden—No. 2 V. \$9.50 each: 8 V. \$11.25: 21. \$6.25.	25 8 1.50 25 18 4.35
Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75. Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 28, \$8.50; 27, \$12.50; K 29, \$16.50.	25 12 2.65
₹1' \$1X'20. № XA' \$10'00'	ZINC-Full Sheets, 40c lb.: less than Sheets, 50c lb.

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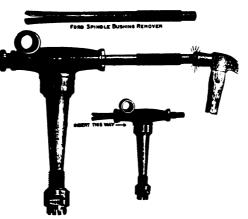
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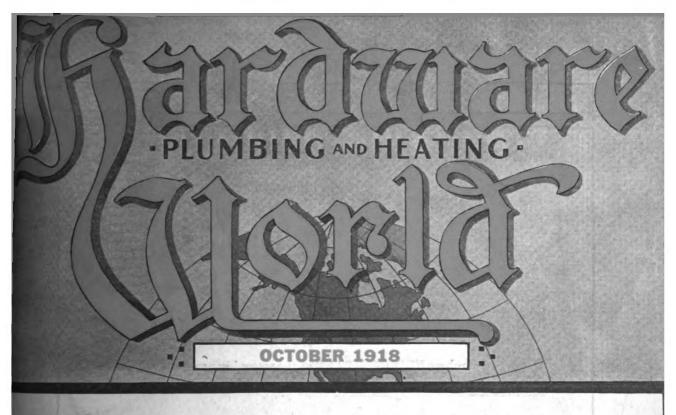
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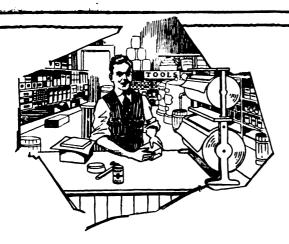
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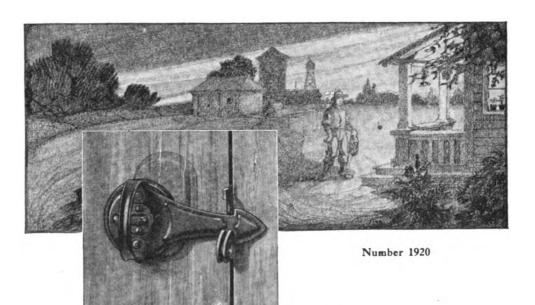
Portland, Maine

With offices in the Woolworth Building in New York City, and at 110 South Dearborn Street in Chicago.





MSKIRIEY



The latch that says---STAY OUT!

Your customer's barn, granary, garage, implement shed and other out-buildings will be secure against all intrusion if you supply him with McKinney Door Latches.

This latch cannot be taken off or tampered with when the door is locked, as all screws are completely concealed. It locks automatically as door closes and cannot rebound open. Another thing that appeals to latch users is the fact that this latch has no springs to break or wear out, which feature in itself insures long life. To make it even

more durable, it is first galvanized and then japanned.

Although it consists of only four simple parts, the McKinney Door Latch can be used on sliding and swinging doors, both right and left hand, and doors from 13/4 in. to 23/4 in. thick.

Suggest to the farmers who trade with you to take one, at least, and see how soon they'll be back for more to safeguard other farm buildings. Every McKinney Latch you sell will net you a liberal margin of profit. Write for copy of folder "L4."

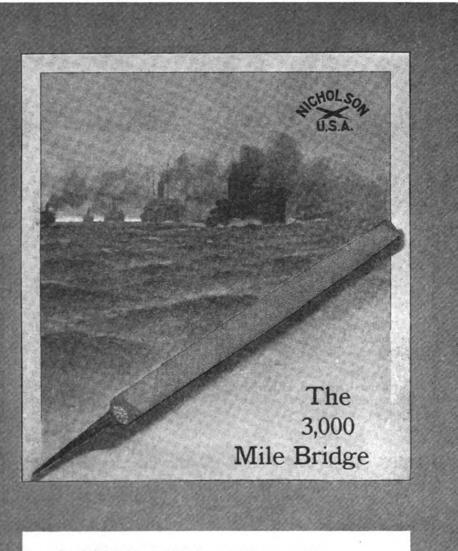
McKINNEY MANUFACTURING COMPANY PITTSBURGH, PENNA.

For fifty years makers of wrought steel builders' hardware

JOHN H. GRAHAM & CO., 268 Market Street, San Francisco, Representatives

HARDWARE





Our Soldiers are speeding to meet the common foe.

Our Sailors are keeping the sea-way open and safe. Our Mechanics are fashioning the ships on hundreds of ways, day by day building a mightier bridge—and speeding their work with

NICHOLSON FILES

the World's fastest cutting file. There are over fifty years' of file making experience built into every keen edged tooth of a NICHOLSON FILE. That's why great ship builders use them.

A file for every purpose.

NICHOLSON FILE COMPANY, Providence, R. I., U. S. A.

Get what you ask for



WINCHESTER
Metallic Cartridges

"DON'T substitute!"—When you sign your name to an order for a bill of goods, just write those two words above it.

"Don't substitute!"— Those two words insure that you will get what you ask for. They protect you against the misreading of your order, against carelessness of the jobber's shipping clerk. If the jobber is temporarily "out" of the goods you order, those two words will remind him that he can get them for you quickly and easily. They will show him that it will be a loss of time, money and good-will for him to ship you a substitute order.

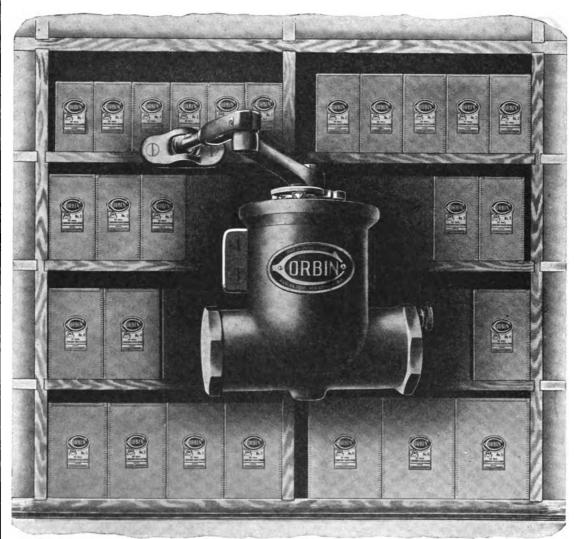
Winchester arms and ammunition are known among sportsmen and hunters everywhere as "world standard." Winchester arms and ammunition have a very definite reputation among your customers. It is your duty to your trade and to your business to carry a representative Winchester line, and to keep it as complete as possible.

When you order Winchester guns or ammunition, therefore, be sure you specify that you want Winchester goods—and then write "Don't substitute" just above your signature.

Winchester Repeating Arms Co.
Department 897 New Haven, Conn., U. S. A.

WINCHESTER

World Standard Guns and Ammunition



A MONEY MAKER

for the hardwareman. The Corbin 1911 Model Door Check sells easily and gives satisfaction. Does not break or get out of order. Of the first 100,000 checks sold only 3 have been reported as defective and these had springs broken from flaws. The liquid tests to —86° F. (86 degrees below zero, Fahrenheit) without becoming solid. The parts are few and sturdy, and generously proportioned. As to the profit—ask for prices. Your jobber can quote you.

Send for the "Door CHECK BOOK" which is a guide to quiet doors.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

CHICAGO

NEW YORK

PHILADELPHIA

Quality First



HE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the count, weight and make are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company

Fairhaven, Massachusetts



HEN it comes to mowing your own lawn, the mower can't be too good.



This trade-mark will be found on the following:

- "Pennsylvania"
- "Pennsylvania Jr."
 "Pennsylvania Golf"
- "Pennsylvania Putt-
- ing Greens Mower'
- 'Groat American
 B. B.'
 'Shock Absorber'
 'Quaker City'
 'Red Cloud B. B.'
 'Orchid B. B.'

- 'Daisy'
 'New Belmont''
 'Bellevue''
 'Panama''
 'Delta B. B.'
 'Electra''

- Pennsylvania
- Pony
- Pennsylvania Horse''
- Pennsylvania Grand Horse'
- Pennsylvania Trio Horse''—86-inch

Thousands have had to come to it for the first time in their lives, and are asking for "PENNSYLVANIA" Quality Mowers.





Every Boy— A Possible Sportsman



.22 Calibre Rifles and Cartridges

Every boy in your community is a possible sportsman. The boy usually starts with his little single shot .22 rifle—later he gets a repeater, either slide action or autoloading model—ultimately many boys graduate into the field, trapshooting and big game sportsman class.

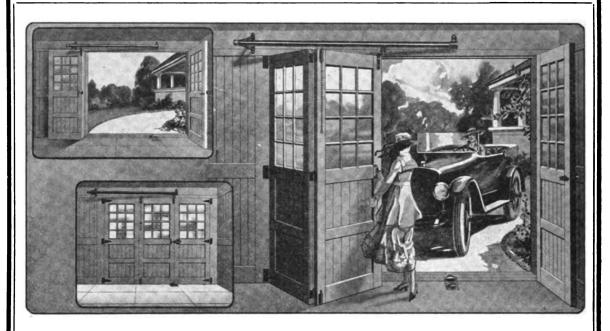
Selling small caliber arms and ammunition not only means better business for the present, but it means bigger business for the future—shotguns, shotshells, big game rifles, metallic cartridges.

Remington UMC .22 caliber rifles are turned out with the same care and workmanship that have made the large caliber rifles standard among the nation's critical shooters. Accuracy, ease of operation and symmetry make these rifles good sellers wherever they are displayed. The name "Remington" has back of it over 100 years of experience in small arms manufacture. The Red Ball on a box of metallics, every shooter knows, means accuracy and dependability.

ASK YOUR JOBBER

The Remington Arms Union Metallic Cartridge Company, Inc.

Woolworth Building, New York City



Gannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to 8½ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

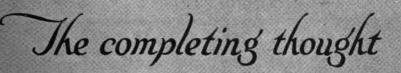
HUNT, HELM, FERRIS & CO.

EASTERN BRANCH Industrial Building, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

Pacific Hardware & Steel Co., San Francisco, Cal. Dunham, Carrigan & Hayden Co., San Francisco Honeyman Hardware Co., Portland, Oregon Failing-McCalman Co., Portland, Oregon Seattle Hardware Co., Seattle, Washington Schwabacher Hardware Co., Seattle, Washington Morse Hardware Co., Bellingham, Washington Holley-Mason Hdwe. Co., Spokane, Washington Jensen-King-Byrd Co., Spokane, Washington



RUSSWIN

Builders or Finishing Hardware

RUSSELL & ERWIN MFG. COMPANY

NEW BRITAIN,

CONN

SAN FRANCISCO

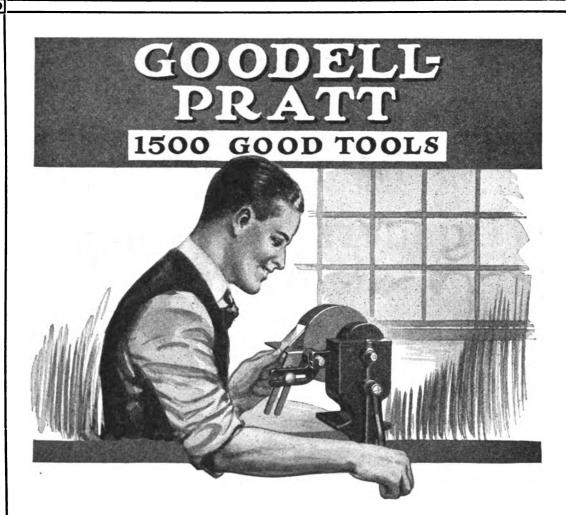
CHICAGO.

LONDON, ENG.

The Modern Cottage

Hotel Pennsylvania New York- The largest of the Statler group - the largest in the world
To be equipped with Russwin Hardware

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High Speed Bench Grinder

The Goodell-Pratt High Speed Bench Grinder No. 485 will stand a most critical structural or practical comparison. It is a tool which should be on the bench of every Home Workshop and Garage, as well as in the tool kit of every Carpenter and Mechanic.

It is a speedy, powerful, compact, serviceable machine of great durability.

A series of gears, packed in grease and completely enclosed, revolve the high grade 5×1 inch abrasive wheel 22 times to each turn of the crank.

Send for Tool Book No. 13 which describes the 1500 Good Tools.

Goodell-Pratt Company



Toolsmiths

Greenfield, Mass., U.S.A.



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SARGENT

REG. U. S. PAT. OFF.

The Nation's present business—your present business—is War

When this fact shall have taken firm root in the hearts and minds of the men, women and children of this country, our industrial problems will be found comparatively easy of solution, and the task of readjusting and mobilizing the industries of the Nation to meet the requirements of the military program more than half discharged.

The above is an extract from Circular No. 5, issued by the Priorities Division of the War Industries Board and addressed to all producers, manufacturers. dealers and consumers, which shows how necessary it is to economize in the use of steel for non-war purposes. In conformity with this circular and in co-operation with the Government in all other conservation measures we are readjusting our business and putting it on a war basis. We are reviewing our lines for the purpose of canceling unnecessary sizes and needless styles and discontinuing the manufacture, for the period of the war, of duplicate and unessential styles, finishes, etc. This action will not affect the goods we have in stock at our factory or our warehouses, or goods in process of manufacture, and we will continue to sell these lines or items until our stock is disposed of, when due notice will be given to our customers.

The lines, styles, sizes and finishes which we shall continue to manufacture will include a sufficient variety to meet the actual requirements of the buying public and to supply suitable goods for every purpose, but as our stock of the canceled or suspended items is depleted it will be necessary to substitute the patterns, sizes or finishes on which we have decided to concentrate.

This will bring about a change in the buying habits of consumers in many cases where a dealer has been carrying in stock certain articles to which his community has been accustomed and for which substitutions must be made, but we believe that the situation will be cheerfully accepted and that each dealer will regulate his business in conformity with the wishes of the Government, for the purpose of helping in this way to win the war.

SARGENT & COMPANY

Hardware Manufacturers

NEW HAVEN - CONNECTICUT

NEW YORK

BOSTON

CHICAGO



The Mighty WADE Outsaws 10 Men!



Have you tried to get the Agency for your territory?

The WADE is taking the country by storm. Thousands in use. Made by the oldest heads in the Drag Saw business, and backed by a reputation of 53 years' standing.

MAKES PLAY OF THE HARDEST WORK

The WADE is ten times faster than man power at one-tenth the cost. The market is unlimited—it's a time and labor saver for farmers, land clearing contractors, road contractors, mills, lumber camps. In fact, it takes the back-breaking work out of the wood sawing wherever a Cross Cut Saw is used.

AN ALL-ROUND PORTABLE POWER PLANT

When not sawing wood the WADE runs separators, pumps, feed cutters, washing machines, grind mills, emery wheels, or any of the odd jobs of a powerful 4 H. P. motor—it's the best handy man on the place and can be moved or used anywhere. Simple, easy and economical to operate, and it costs less than many 4 H. P. motors alone.

A LIVE SELLER

It's the fastest, and one of the most satisfactory, sellers the Dealer has had in years—you want to know more about it. We are closing territory fast—write or wire at once for our SPECIAL DEALER PROPOSITION.

Immediate Delivery From the Following Points

Little Rock, Ark, Jackson, Tenn. Birmingham. Ala, San Francisco, Cal. Spokane, Wash. Portland, Oregon



New Orleans, La. Ashland, Ala. Greenwood, Miss. Los Angeles, Cal. Tacoma, Wash.

Newspaper electrotypes free to GIANT dealers

BY USING some of our striking advertisements in your local newspapers you can bring to YOUR store the farmers, ranchers and orchardists who are in need of explosives for stump-blasting, tree-planting and other work.

Our assortment of Giant newspaper electrotypes will bring you new trade both for explosives and for other merchandise. Furnishing such electrotypes is one of the many ways in which we help the hardware trade sell Giant Farm Powders.



Come in and get a 25 or 50-pound case of either of the Giant Farm Powders. Try them out and you will find that they go further and therefore cost less to use. We have noticed that when farmers try them once, for any kind of blasting, they always come back for



(This space may be used for your own advertising of other goods)

Dealer's Name Here

Let us tell you more

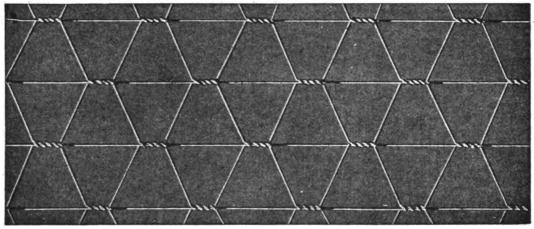
You need not carry Giant Farm Powders in stock in order to make money on them. Giant magazines will supply you promptly, so you can make a profit on every order.

If you are not already selling Giant Farm Powders, let us send you our confidential trade bulletin entitled, "Helping the Retailer Sell Giant Farm Powders." This shows seven ways in which we will help you to build up a more profitable business in explosives.

The coupon below will bring you full information. Tear it out and mail today.

Hardware Men Mail This Coupon
The Giant Powder Co., Con- 227 First National Bank Bldg., San Francisco
MERE Send us dealers' prices on Giant Farm Powders.
Send us your book, "Helping the Betailer Sell Giant Farm Powders." Send us newspaper electrotype on- titled "Make This Test."
Name
Address

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY

United States Steel Products Company

SELLING AGENTS

Sau Francisco .

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

Help Arm the Home Army

A S GREAT as the need for arms "over there" is the need for garden tools at home. What the Government is doing for the soldiers you must do for the gardeners. Help them to make their gardens feed more mouths. You serve your nation, your customers and yourself by selling

DULL-EASL

Adjustable Garden Tools

They exactly fit the requirements of the great host of inexperienced gardeners. They need no other tool from planting to harvest. They rake, cultivate and weed—are adjustable to wide and narrow rows and will work two rows at the same time. Light, strong, durable—easy to operate.

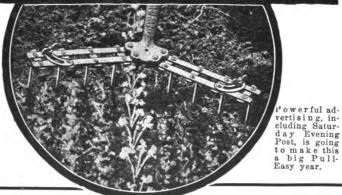
While ordering your steel goods, include Pull-Easy Tools. Order from your jobber.



The Pull-Easy Mfg. Co.

482 Barstow Street Waukesha, Wis.





PHOENIX HORSE AND MILLE SHOES

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY San Francisco, California

WATERHOUSE & LESTER COMPANY San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY Portland, Oregon

> J. E. HASELTINE COMPANY Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington

SCOVEL IRON STORE COMPANY San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY Saa Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho
GEO. A. LOWE COMPANY
Ogdan, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Promo, California

SCHAW-BATCHER COMPANY Sacramento, California

MANUFACTURED BY

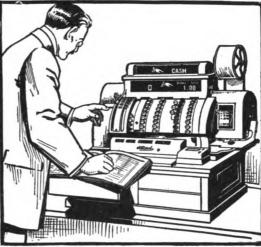
PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

the first first first for the first first

BOLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK





The old way

The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks.

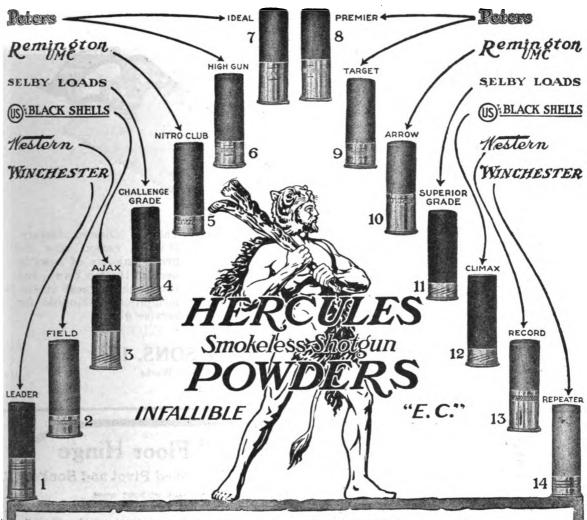
It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

FILL OUT THE COUPON AND MAIL TODAY
Dept. 13707, The National Cash Register Company, Dayton, Ohio.
Please give me full particulars about the up-to-date N. C. R. System for my kind of business.
Name
Business
Address







What's Inside of Them?

If your customer should look at the 14 shells pictured above he could pick his favorite at a glance because he knows what its outside looks like. But do you tell him what is inside of the shell?

When you order shells, you are always careful to select the brand you are accustomed to sell. You should be just as careful to make sure that your most salable brands are loaded with a Hercules Smokeless Shotgun Powder. Look at the end of the box for the name Infallible or "E.C."

The dependability of Hercules Powders has made them the stanch friends of many experienced sportsmen. Let them be your friends.

You may shoot these shells today, next month, or next year; they will always give the same high velocity with light recoil and the same even patterns, no matter what their age. Neither time nor atmospheric conditions affect their reliable quality when they are loaded with Infallible or "E.C."

Any one of the 14 standard brands pictured above can be bought loaded with Hercules. You will have no difficulty in getting your favorite shell loaded with either Infallible or "E.C."



HERCULES POWDER CO.

1025 Chronicle Building San Francisco California



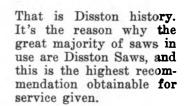


PRICE is not a determining factor unless QUALITY is considered

Quality can be determined only by practical use.

Satisfactory use over a long period of time causes an ever increasing demand.

Continued demand conclusively demonstrates real worth and reliability.





HENRY DISSTON & SONS. Inc.

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, U. S. A.



With Improved Pivot and Socket

"The hinge without woes, As the wise buyer knows."

The attractive features about the Shelby Chief Double - Acting, Ball - Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card willbring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks. Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Litts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.



SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co. Los Angeles, Calif.

D. L. Herman Seattle, Washington



OUR DUTY—

That they who fight may be first served with



"NEW SERVICE" REVOLVERS, CAL. .45,
AUTOMATIC PISTOLS, CAL. .45, Government Model,
COLT'S AUTOMATIC MACHINE GUNS,
VICKER'S MACHINE GUNS,
BROWNING MACHINE GUNS,
BROWNING MACHINE RIFLES.

Today the entire COLT ORGANIZATION, with its immense work shops, its loyal men and women—everything COLT—has been placed at the disposal of our Government in order that THEY WHO FIGHT shall be well armed—the sooner to bring about that complete victory towards which every patriotic American is bending every effort.

The time has come when it is inconsistent for us to serve anyone but UNCLE SAM. HIS business—every true American's business—is to WIN THE WAR.

We believe that you dealers and your customers will back the position we take at this time, when the lives of OUR Boys and the Country's Honor are at stake.

Therefore, we ask that you wait patiently for YOUR COLTS until we have furnished the American soldiers with the Arms that are crushing the Hun.

Colt's Patent Fire Arms Mfg. Co. Hartford, Conn., U. S. A.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up

can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.
You get fresh air and continuous circulation.
Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company BUFFALO, N. Y.



Sheet Metals and Sheet Metal Products

Manufactured by

Whitaker-Glessner Company

Wheeling Corrugating Department

Wheeling, West Va.

Branch Offices and Warehouses:

16 Desbrosses Street NEW YORK

1234 Hamilton Street PHILDELPHIA

2547 Athington Street CHICAGO

214-222 West Third Street KANSAS CITY

805 McDonough Street RICHMOND, VA.

Mills and Factories:

Wheeling, W. V.

Martins Ferry, Ohio

Portsmouth, Ohio

Beech Bottom, W. Va.

1006-1010 Spruce Street

ST. LOUIS Main and Boyce Streets

CHATTANOOGA

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MANAGEMENT REPORT OF THE PROPERTY OF THE PROPE

PUND Hand Traps Keep Shotguns Busy

The Hand Trap makes a hunting ground of the neighboring field. This means a continual market for shotgun shells. Many arguments are settled over a Hand Trap and on a few minutes' notice-no expensive equipment is necessary.

STRONG-DURABLE-EASY TO OPERATE

-The Du Pont Hand Trap can be made to throw targets in every direction, so that they will simulate actual field shooting conditions. No dealer can afford to be without Hand Traps in his stock.

Good Profits and a Mover of Shotgun Shells

QUIPOND POWDERS

Standards for 116 Years

There is no shortage of Du Pont powders.

Many emergencies in the history of the country have demanded unusual efforts on the part of the Du Pont Company, but never in its 116 years of experience in powder manufacturing has the Du Pont Company been unable to supply the demands of American Sportsmen.

Du Pont—Ballistite—Schultse are still the most popular shot gun powders and the easiest to get. They are loaded in the shells stocked by every jobber in this country. Do not allow substitution.

not allow substitution.

Write for the Hand Trap Booklet

E. I. De Pont de Nemours & Co. - Wilmington, Del.



THE BIG SIX-IN-ONE TOOL

FOR THE AUTOMOBILE OWNER, FARMER AND HOME MECHANIC

The Six-in-One Tool

comprises a two-speed drill press, grinding outfit, powerful vise and pipe vise, heavy anvil, metal cutter and a sturdy three-speed machine with clamp spindle for attaching and operating emery wheels, scratch brushes, buffing wheels, Weight

85 pounds net. 100 pounds boxed.

Retail Price

Complete with all tools, grinding wheel and attachments shown, \$16.00

Western States **18.00** The Stewart Handy Worker in Operation

Dealers' Profit Right

DEALERS The Stewart Handy Worker speaks for itself. Give it a chance to make money for you in your store. You will lose money by not stocking it

If your Jobber can't supply you, write us. Write before you forget

CHICAGO, FLEXIBLE SHAFT COMPANY, 5604 Twelfth Street, Chicago, U. S. A.

The Bridgeport Hdw. Mfg. Corp.

BRIDGEPORT, CONN.

"TIGER" NAIL PULLER

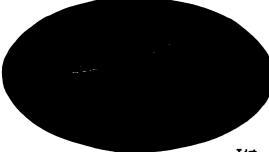


SUREGRIP NAIL PULLER



No. 56 Black Liberty Finish, 18-in. \$15.00 dz
With Hand Guard

THE "HOOKER" BOX OPENER
Forged Steel. Warranted.



No. 40 Oil Finish. Claw and Head Pol'd. \$7.20 doz Weight 15 oz., length 9 inches.

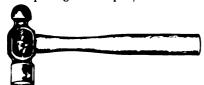
UNBREAKABLE BOX SCRAPER Knife Handle

Knife Handle



No. 15 Length 12½ ins., Blade 2 ins.....\$6.00 doz

Drop Forged. Properly Hardened



No. 18 Oil Finish. Pol'd Head and Pein. \$4.20 doz Weight 15 oz. Length over all 11 inches. 1/2 dozen in a box. 10 dozen in a case.

C. W. GAUSE & CO. Western Sales Agents San Francisco, Cal. J.C. McCARTY & CO. Eastern Sales Agents New York City



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Facific Coast Jobbers
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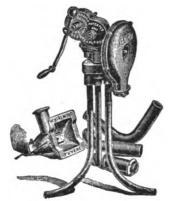
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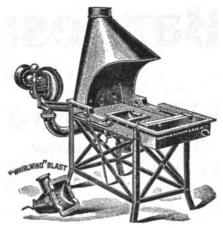
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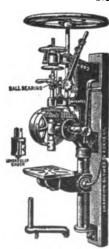
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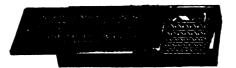


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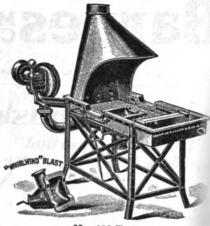
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Brains Mi n Pumps for Farmers

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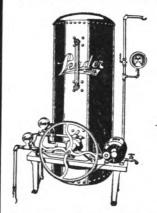


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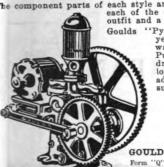
The component parts of each style are interchangeable with the corresponding parts of each of the other styles; you need to keep on hand only one outfit and a stock of extra parts — a great dealer proposition.

Goulds "Pyramid" Pumps have been recognized for many years as leaders among small pumps for private water-supply systems. Figure 1531 "Pyramid" Pump, geared to ½ h. p. electric motor, form "Q" drive (shown at the left), has a capacity of 6 gallons per minute against 100 feet elevation. It is adapted to either elevated or pneumatic tank water-supply systems. This "Pyramid" Pump has many exclusive patented features not found in any other small-capacity pump. It is a typical Goulds product—high quality in every respect and guaranteed to do the work for which it is recommended.

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Form 'Q' Drive—geared to 1-4 h. p. 32 volt direct current motor. Capacity of 6 gallons per minute against 100 feet of elevation.

Here's the Sprinkler that's in Big Demand



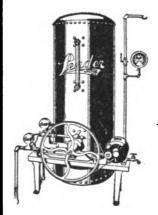
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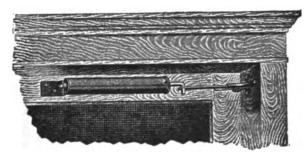
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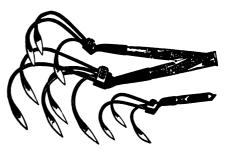
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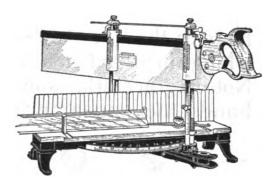
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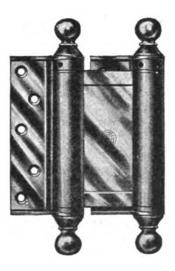
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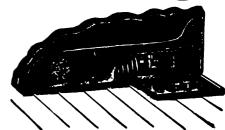
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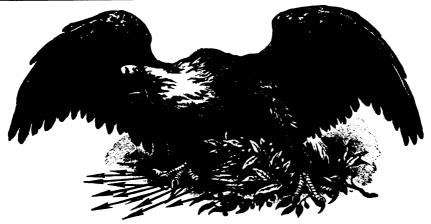
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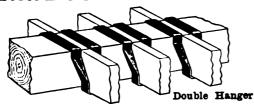
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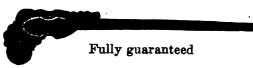
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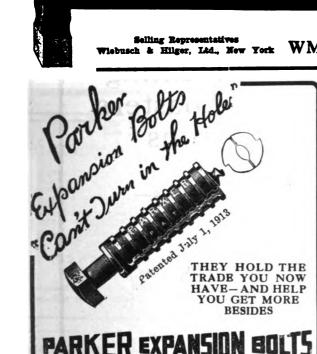
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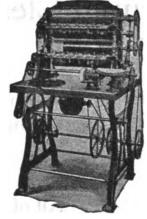
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BANNER MAZDA LAMPS All of High Quality

Baker, Hamilton & Pacific Company SAN FRANCISCO

1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of

Semi-Smokeless Cartridges

Civilian Club Team Championship — Won for the third successive year by the Peters Rifle & Revolver Club team, of King's Mills, Ohio; score 9945 ex 10,000 points.

Military School Championship — Won by St. John's Military Academy, of Delafield, Wisconsin; score 9831 ex 10,000 points.

High School Championship—Won by Iowa City High School (sixth successive year); score 9819 ex 10,000 points.

Woman Champion — Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

AND THE HIGHEST INDIVIDUAL SCORE 2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

Every One of these victories is an unanswerable Proof of the Superior Quality of the (P) Brand

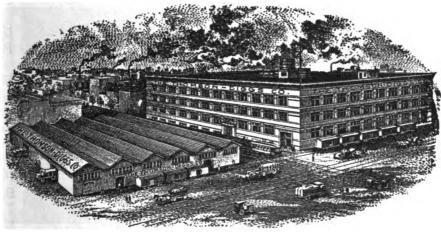


THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill. Butler & Britain, Inc., San Francisco

HERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



if you are one of our customers you know them.

If you are not one we want the opportunity of shewing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

"TRY US FIRST

It will pay you to make inquiry of us before purchasing elsewhere.

> BUILDERS HARDWARE SHELF HARDWARE HOUSEHOLD GOODS TOOLS MACHINERY ETC.

H. ROTH & SONS

942-944-946 MISSION STREET SAN FRANCISCO, CAL.

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings **Canton Steel** Ammunition **Sporting Goods Blacksmith Supplies**

Sargant & Co. **Builders' Hardware Mill and Mining Supplies**

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S P R I N K L E

Closed

Pop Up-Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Hade for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for samplebooklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

> AUTOMATIC LAWN SPRINKLER CO. 209 Scott Bldg., Salt Lake City, Utah



Open

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MANGRUM & OTTER, Inc.

827-831 MISSION STREET SAN FRANCISCO

Stoves, Ranges, Household Goods

Floor, Wall and Mantel Tile

KITCHEN EQUIPMENT—HEATING APPLIANCES

Andirons, Fire Sets, Screens, Basket Grates



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS



Made by the makers of the "Gem".
Nail Clipper.
Twelve in a box or
12 on a display
card. Fast tencent sales.
Big Profit

H. C. COOK CO. - ANSONIA, CONNECTICUT

NEW HOVEN

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3½ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street San Francisco California



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL EOOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

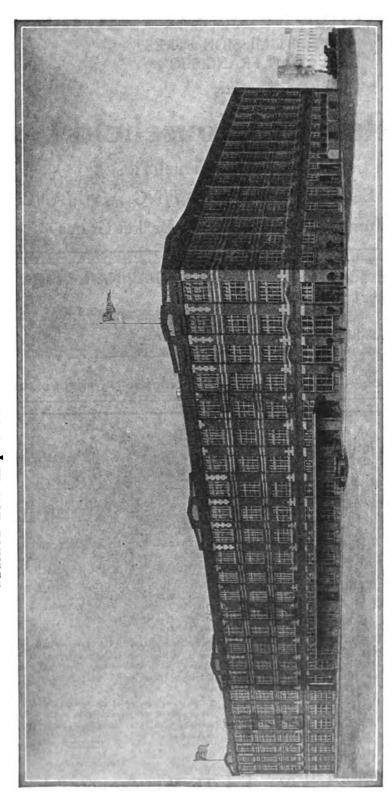
CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-00 is a waterpreefing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. 1852 TROY, N. Y. 1918

To the Trade: Below is shown a cut of our main building as it will appear with the new



Norder to accommodate our rapidly growing trade and provide additional storage facilities, the warehouses formerly at the left of the building have been removed and are being replaced by the addition shown in a different shading. The building will occupy the entire block bounded by Kansas, Alameda, Vermont and Division Streets, giving an additional floor space of 80,000 square feet. You are cordially invited to call.

DUNHAM, CARRIGAN & HAYDEN CO. . .

· San Francisco, California, U. S. A.

QUALITY—SATISFACTION



You'll Find Both in Our "De Luxe" Line of

DAIRY PAILS CREAM CANS WASH BOILERS JAPANNED WARE **WASH TUBS** WATER PAILS WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned Galvanized Ware

MANUFACTURED BY SCHLUETER

MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES
Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.: Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

PROMPT SHIPMENTS OF HARDWARE

You can increase your sales very materially by sending us your hardware requirements.

Our stocks are exceptionally well assorted and complete at this time, and we can give you prompt service.

Our lines embrace Builders' Hardware, Paints, Oils and Glass, House Furnishings Goods, Stoves and Ranges, Harness and Saddles (made in our modern factories), Machinery, Mechanics' Tools, Auto Tires and Accessories.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah ---- Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



COPPER WITH THE

O. K. GOPHER TRAP SURE TO GATCH & SURE TO HOLD Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS TEROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS

Pexto Stanley Lufkin Klein Marshalltown Maydole Disston Yankee



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co. salt lake city, utah

Wholesale only.

H-W-2

Walden

Honeyman Hardware Company

NINTH AND HOYT STREETS FOURTH AND ALDER STREETS

Heating Stoves
Gas Ranges Steel Ranges
Perfection Oil Heaters
Basket Grates
Andirons Spark Guards
Boys Wagons
Sporting Goods
Guns and Ammunition
Fishing Tackle

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the

A voids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale
is called 'Liberty Postal
Scale' — capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

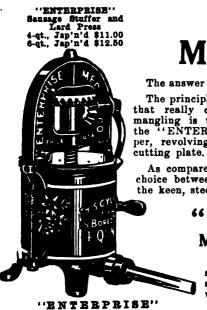
TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives
Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Ore.



When Is a Meat Chopper?

The answer is in three words: When It Cuts!

The principle that distinguishes the chopper that really cuts instead of crushing and mangling is the four-bladed steel knife of the "ENTERPRISE" Meat-and-Food Chopper, revolving against the perforated steel

As compared with other choppers, it is simply a choice between cast-iron cutters (not knives) and the keen, steel, razor-like blade of the

"ENTERPRISE"

Meat-and-Food Chopper

There you have the big, built-in, self-selling force which will bring you a profit from every customer who wants the best chopper.

"ENTERPRISE" literature furnished any dealer on request

Sausage Stuffer and Lard Press

It is better to own it than to lose its cost in lost lard. Be sure to give this fact to every customer who is a producer of lard.

THE ENTERPRISE MFG. CO. OF PA. Philadelphia, U. S. A.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

"ENTERPRISE"

Mest-and-Food Chopper No. 5, family size, \$3 No.10, large size,\$4.75

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily.

Retails for Only \$14.00

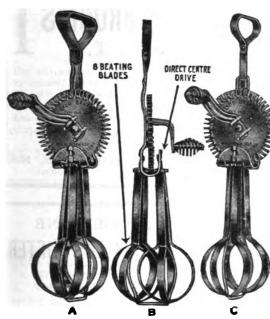
Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS





WESTERN SALES REPRESENTATIVES
Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. O. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

Ladd All-Steel Beaters

store-keeping: Unless you run a junk-shop (and you don't), the public has a right to expect it will find QUALITY GOODS in your store. This expectation, realized, provides satisfaction, your very BEST ADVERTISEMENT—far better than printed words. In every line of goods there is one established, unquestioned SUPERIOR: everyone knows the LADD ALL-STEEL is in UNDISPUTED FIRST PLACE—it's made to take that place and to stay there.

U. S. Govt., wanting best to be had, buys LADD BEATERS for Field Medical Supply and Medical Supply Depts. They and you KNOW QUALITY. Accept no inferior substitutes.

Choice of 3 holding handles.

JOBBERS, the world over, and US.

LADD



United Royalties Corporation 1133 Broadway, New York

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

HUGHSON & MERTON

Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon





2 BROOMS 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb. (Nearly 50 years making better brooms)



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO

QUALITY, plus SERVICE, equals SATISFACTION



Made in three sizes:

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-

BINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U.S.A.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,-2 16" 18" 20" 22" 240 300 385 525 Diameter of Fire Pots 131/4" 241/4" Weights, 182 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers

MASSILLON, OHIO

Trade mark "Boomer" Registered-No. 58228



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

Self Heating Irom

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Dis-plays, Movie Slides, Electrotypes, Circulars, etc. Write for details and address of your nearest distributor.

BOYAL IBON MFG., COMPANY

553 Wayne Street

Big Prairie, Ohio

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863









Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

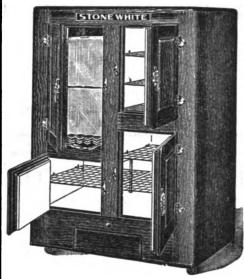
.IGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
Wichita, Kana., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCE OFFICES:— Atlanta, Go. Dallas, Texas

San Francisco, Cal.

Denver, Colo.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SEINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

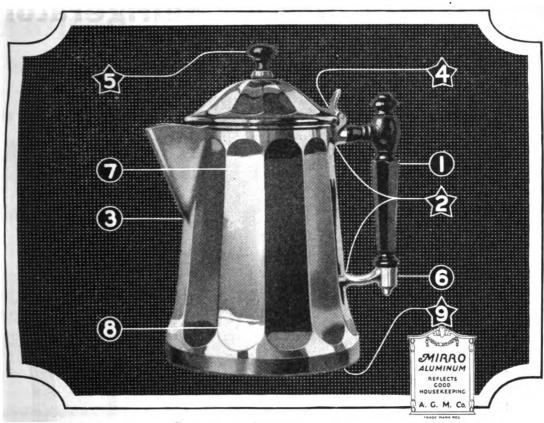
KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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Nine Quality Features

Found In This Mirro Coffee Pot

The nine quality features of this splendid Coffee Pot, typify the high standard of excellence wrought into every Mirro utensil.

Mark, if you please, these advantages: The sure-grip, ebonized, detachable handle (1) insures comfortable handling and easy pouring.

*Handle sockets (2) are welded on, as are the spout (3) and the combination hinge and cover tipper *(4).

*The rivetless, no-burn, ebonized knob (5). This, with the other star features 2 and 4, belongs exclusively to Mirro.

Flame guard (6) protects handle when the utensil is on the stove. Number (7) is the famous Mirro finish. Number (8) is the rich Colonial Design. Also made in plain round style.

*All these advantages are insured by (9), the well known Mirro trade-mark stamped on the bottom of every piece. If it hasn't this it isn't Mirro.

The Mirro trade-mark is more than a symbol of quality; it is the mark of a quarter century's achievement by one of the world's largest makers of better aluminum ware.

Aluminum Goods Manufacturing Company, Manitowoc, Wisc., U. S. A.

Makers of Everything in Aluminum

Dealers: If you are not already handling this popular line, write today for dealer catalog and interesting sales plan

MIRRO ALUMINUM Reflects Good Housekeeping

BALDWIN Dry-Air Refrigerator





A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

The Baidwin Refrigerator Co. Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco



MADE IN OHIO,

ALUMIN "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FRCFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight— bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH-The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Sheives.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Cempany WOOSTER, OHIO

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



-1/4" Diam. No. 4An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.

They are easy sellers and afford a good margin of profit for the merchant.



"Universal" Slides can be attached with perfect safety to the mest fragile piece of furniture—the unique posi-tion of the prongs obvi-ate the possibility of splitting the furniture or causing an ugly pro-

jection.



No. 2-13/16" Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.



No. 1-1" Diam.

Write for SAMPLE CARD No. 25 H.W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co. BRIDGEPORT, CONN.

EUGENE C. SAUL Pac. Coast Representative: Monadnock Bldg. San Francisco, Cal.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

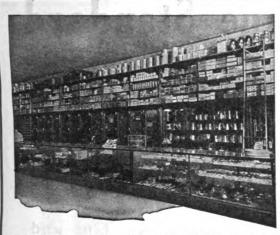
Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



Make Your Shelving Sell Hardware

Equip your store with shelving that displays merchandise—that creates a good impression on each customer who enters. Cut your expenses and increase your sales at the same time by the use of effective and efficient shelving—not just the ordinary kind that stores goods haphazardly without regard to system or display.

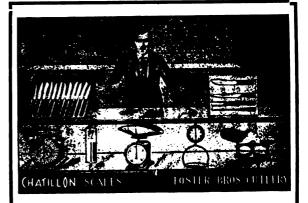
"DULUTH" Sectional Hardware Store Shelving fill all the most rigid requirements of the up-to-date and wide awake modern merchant. It is a system of Hardware Shelving that cannot be equaled for results.

Write for our booklet, "Cutting Costs and Increasing Sales," also our Special Store Planning Blank.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

Manufacturers of Sectional Hardware and Grocery Store Furniture.





"You Should Have Our Catalogues Illustrating This Profitable Line"

For over 85 years, Chatillon Scales have been sold by thousands of dealers throughout the world.

These scales represent the best that skilled labor, years of experience and finest materials can produce. They appeal to scale buyers.

Foster Bros.' Cutlery, which is a part of the complete Chatillon Line, needs no introduction.

This cutlery is world known for its high quality, attractive design and long service.

> Write today for copies of our scale and cutlery catalogues, together with price lists less dealer discounts.

JOHN CHATILLON & SONS

Established 1835

NEW YORK CITY 85 CLIFF STREET

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

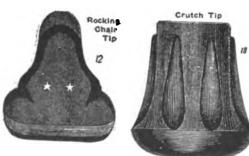


Rubber Tips and Bumpers are in big demand these days people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today — ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue Boston, Mass., U.S.A.



PYREX BAKING WARE SAVES METAL—FUEL—WOOD

SAVES The use of Pyrex conserves the metal used METAL in old-fashioned utensils.

SAVES Pyrex absorbs nearly all the oven heat and requires about one-half the usual amount of fuel.

FOOD Less expensive foods cooked in Pyrex are appetizing and nutritious. It bakes war bread light and delicious.

IS GUARANTEED — Every dealer is authorized to replace any Pyrex Dish that breaks in use in the oven.

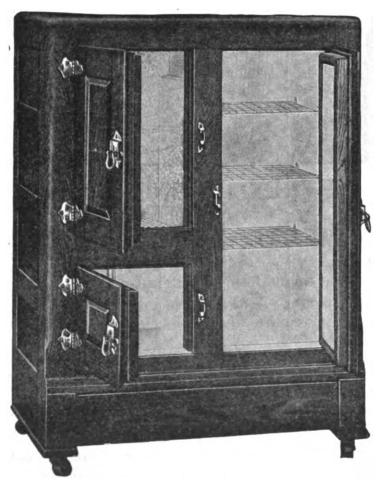
THE NAME "PYREX" IS ON EVERY PIECE

Leading hardware and house furnishing jobbers have "PYREX" in stock



Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Co., Burlington, Vt.

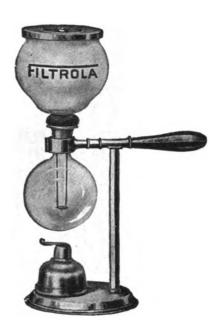
Union Hardware & Metal Co. Los Angeles

Butler & Brittain San Francisco

Filtrola



The Art of Coffee Making



OFFEE making in the United States has been a "national disgrace" until the "Filtrola" made its appearance. Bad coffee, drugged with Tannin and Caffein, ruthlessly robbed of its aroma, has been a fault all the years of the history of the nation. This was due to the "biled" coffee pot and subsequently to the metal percolator.

The "Filtrola" Cures the Fault and saves nearly half the coffee.

The "Filtrola" is the machine you have seen used in exclusive hotels and restaurants. It produces coffee containing but a negligible percentage of Tannin and Caffein, with all the wealth of the perfect coffee aroma.

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

Los Angeles

W. P. Horn Co., Pacific Coast Representatives Rialto Building, San Francisco, Cal.

Portland

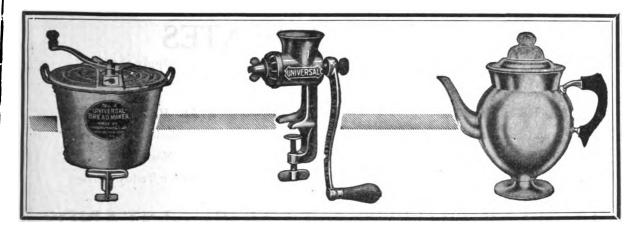
New York Stamping Company

BROOKLYN, NEW YORK



Let them know you handle the ware they have seen advertised in leading publications. Display the patterns they admire—especially the "Queen Anne," which appeals to every one who sees it.

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Help Win the War

We are trying to help direct raw material into channels where it will help most in the prosecution of the war. The production and distribution of war essentials is our patriotic duty.

UNIVERSAL

Food Choppers, Bread Makers and Coffee Percolators are war essentials to the housewife because they help in the conservation of food.

UNIVERSAL Bread Maker — saves wheat, makes war bread without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee with all its strength and aroma preserved.

Are you taking advantage of the wonderful selling possibilities of UNIVERSAL Bread Makers, Food Choppers and Percolators? Every woman in your city needs the help these appliances can give her. Universalize the housewives with this "Win the War" trio.



STAR HEEL PLATES

There are no Heel Plates as good as the Star Heel Plates. Supply the INCREASING DEMAND FOR HEEL PLATES WITH STAR—The Pioneer of All Brands

STAR HEEL PLATES

Sell and Sell and Sell Because

They Are the Best



STAR HEEL PLATES

Are Made in Six Sizes

Nos. 0 to 6

Order Today Sure

COBBLER OUTFITS and LASTS and STANDS



We want some of the jobbers who have not handled our well-known line to get in touch with us immediately with request to send catalog No. 15 and price list, showing the best and most complete line of heel plates, cobbler outfits and lasts and stands manufactured.



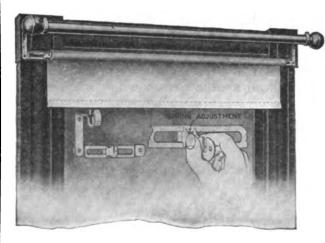
Star Heel Plate Co. (LOUIS SACKS) 357-391 Wilson Ave., Newark, N. J.

UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

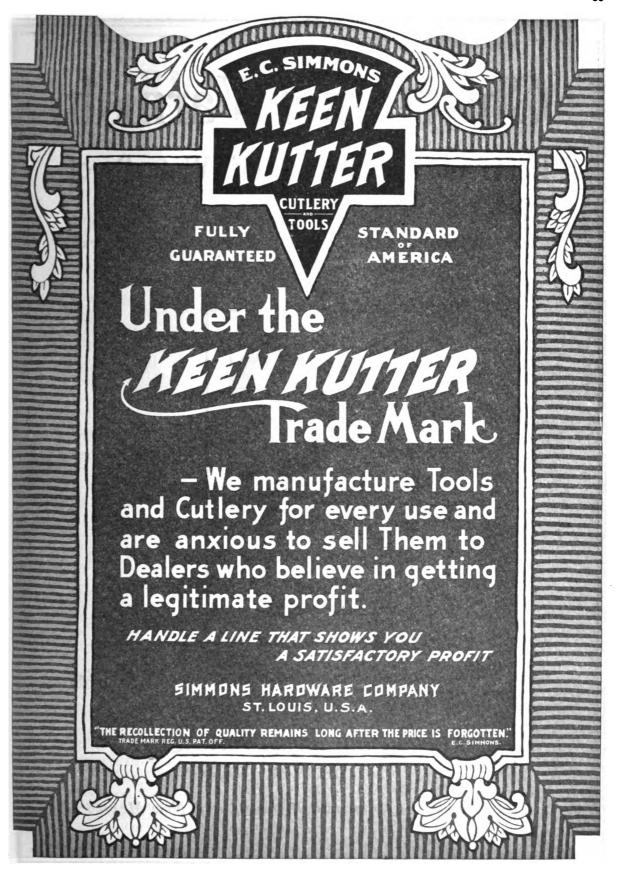
Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street NEW BRITAIN, CONN.





Chi-Namel Varnish

Heel Proof: Hammer Proof: Water Proof

CHI-NAMEL Stains and Varnishes With One Application.
CHI-NAMEL is Elastic, Self Leveling, no Brush Marks.

Anyone Can Apply Chi-Namel



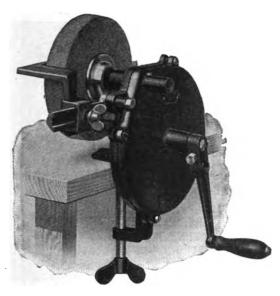
CHI-NAMEL Auto Colors are Positively Water Proof — Easiest to Apply — Last Longest.

The Tritch Hardware Co.

DENVER

Distributors for Colorado, Wyoming and New Mexico

AMERICAN -SELF- GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American line of High Duty Grinders

Have no Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp — Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

NEW PRINCIPLE TWIST DRILL GRINDING ATTACHMENT WITH GRADUATED ADJUSTMENT FOR RADIUS AND CLEAR-ANCE, ALSO MICROMETER FEED REGULATOR.

These superior, exclusive features, make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

Ask your Jobber or write to us direct
Attractive proposition to dealers

AMERICAN GRINDER MFG. CO. MILWAUKEE, WISCONSIN

WESTERN DISTRIBUTERS

Jobbers

Dunham, Carrigan & Hayden Co. Baker, Hamilton & Pacific Co. Thomson-Diggs Co. Ducommon Hardware Co. Harper & Beynolds Co. Honeyman Hardware Co. Whiton Hardware Co. A. M. Holter Hardware Co. George A. Lowe Co.

Butler & Brittain.
Chanslor & Lyon Co.
George Tritch Hardware Co.
Krakauer, Zork & Moye's Sucs., Inc.
Momsen-Dunnegan-Byan Co.
Z. C. M. I., Salt Lake, Utah.
Western Metal & Supply Co., San Diego.
Auto Hardware & Equipment Co., San Diego.
Northwest Auto Supply Co., Billings.





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Take Serious Thought for Whom You Vote

T CONCERNS us not a whit as to what political party a man is affiliated with, or under what name he is registered, who seeks our votes at the polls.

There was never a time when it behooved men and women to take more serious thought as to the character of those for whom they will

vote than next month.

Above all, the first consideration, is to know what the man really is, what has been his previous record, his mode of life and character, his associations.

Has his life been actuated by sincere and true motives, or has he been merely a politician seeking office for himself and his friends?

What is it that moves him now to seek

office?

Is he a hundred per cent American?

Does he believe in the enforcement of law, the suppression of those elements of anarchy and violence that would destroy the very foundation of our government?

Or is he an opportunist merely seeking votes, using high sounding phrases to mislead the ignorant and the unthinking, and stir up and

incite class hatred and strife?

Is he capable of recognizing as subtle and treacherous, those influences, which under guise of Socialism, Pacifism, Non-Partisan, seek to undermine the constitution which has been the true principle of our government?

Does he vigorously oppose the I. W. W.'s, the Bolsheviki element, and is he a man who has sufficient knowledge of men and affairs to recognize such dangers, and has he the moral courage to deal effectively with them, whether or not it would deprive him of office?

Don't be mislead by political slogans.

It has become the fashion for politicians in these days to attempt to ride into office upon the popularity or the good will of someone else.

To them it is a sufficient reason if people can be induced to vote for the men on the ground that they will "back up" the mayor, the governor, the president, or whatever the circumstances may seem to warrant their claiming.

They have in mind the success of these

slogans in the past.

Generally it is a safe plan to avoid all such men, to vote against such demagogues, whose principal plea for office is to "back up" something or compledy

thing or somebody.

If a man hasn't enough in his own life and character, if he hasn't enough stamina, enough moral courage, if his views upon the questions of the day are not sufficiently clear cut and vigorous, then he is not a safe man to vote for.

I' capable of thinking for himself.

does this, that or the other, simply

because someone else does it or wants it done, pass him by.

It is alright to have men of vision, when they are men of action. It is alright to have men of words when those words are put into effect, but we have proved to our sorrow that words are of no avail in dealing with the Germans.

WE DON'T WANT IT

In commenting on the claims of a Socialist

writer, an exchange says:

"What this writer wants, or thinks he wants is a government which controls the necessities of life, their production and distribution, for individual benefit. No definition of Socialism on which all will agree can be made, for the reason that Socialists do not agree. They do not agree because they do not know exactly what they want, except that they want what they do not have and evidently cannot get except through some agency apart from their

own special enterprise.

Public ownership and development of natural resources is Socialism. Co-operative action

ural resources is Socialism. Co-operative action as a substitute for individual action is Socialism. Common control of public utilities is Socialism. Nationalism of industry is Socialism. A government where nobody owns anything and everybody owns everything is Socialism. Surrender of the usufruct of capital or labor by one individual to supply the deficit in another's capital or labor, whether due to his inertia or incompetence or misfortune, is Socialism. Evidently, then, Socialism is another society, a dreamed-out Utopia, where there is a new humanity, made out of the old human nature.

American principles of democracy as guaranteed by our constitution will never reconcile with Socialism for Socialism means the overthrow of our American form of government and the establishment of paternalism as now in force in Germany in many lines of activity. We don't want that.

THE DRIVE FOR DOLLARS

Of all the offensives to be launched against the German Empire—the drive for dollars—the Fourth Liberty Loan—carries the most farreaching result.

It means a greater defeat to the central powers than the loss of men, materials and land. It proves that we're against them to a

It means a greater victory for our boys "over there" than a ten-mile advance. It proves that we're with them to a man.



WAY TO HANDLE A KICK

Generally speaking, there is no better guide in answering complaints than to follow Abraham Lincoln's method of argument in his cases before the bar. It is said it was Mr. Lincoln's custom always to agree with his opponent at the beginning of the case, gain his confidence and then ingeniously insert his own side of the argument. The same method may be applied to letters.

When it is necessary to refund to a customer the first sentence in your letter should carry the simple message that the check is enclosed to cover the cost of the article that did not meet with the approval of the customer. He sees the check immediately upon opening the letter, and his mind is at rest, because the first sentence tells him the reason for the check.

The customer is satisfied—he has his money back, and you can be assured he will read the rest of your letter. Now is your opportunity to incorporate your "selling talk." Suggest to him that you know you can satisfy his wants, and end up your letter by saying there is no need even to cash the enclosed check—just return it in payment for a new selection.

Woe unto the correspondent who fills his letter with series of arguments justifying his own position and then ends it with the timeworn phrase "herewith find our check." If the recipient of a refund letter does not see a phrase alluding to the check the moment he opens the letter he skims over the balance hastily to the end until he does see the connection, but not before the gist of the letter is lost.

SUCCESS IS FOR SALE

You want success. Are you willing to pay the price for it?

How much discouragement can you stand? How much bruising can you take?

How long can you hang on in the face of obstacles?

Have you the grist to try to do what others have failed to do?

Have you the nerve to attempt things that the average man would never dream of tackling?

Have you the persistence to keep on trying after repeated failures?

Can you cut out luxuries? Can you do without things that others consider necessities?

Can you go up against skepticism, ridicule, friendly advice to quit, without flinching?

Can you keep your mind steadily on the single object you are pursuing, resisting all temptations to divide your attention?

Are you strong on the finish as well as quick

at the start?

Success is sold in the open market. You can buy it—I can buy it—any man can buy it who is willing to pay the price for it.

WAR PROFITS TAX AND EXCESS PROFITS TAX—THE DIFFERENCE

"By a war-profits tax we mean a tax upon profits in excess of those realized before the war.

"By an excess-profits tax we mean a tax upon profits in excess of a given return upon capital.

"The theory of a war-profits tax is to tax

profits due to the war.

"The theory of an excess-profits tax is to tax profits over and above a given return on capital. The excess-profits tax falls less heavily on big business than on small business, because big business is generally overcapitalized and small businesses are often undercapitalized.

"The war-profits tax would tax all war profits at one high rate; the excess-profits tax does, and for safety must, tax all excess profits

at lower and graduated rates."

The above extract from Secretary of the Treasury McAdoo's testimony before the House Ways and Means Committee gives his differentiation between war-profits and excess-profits taxes and explains his position in urging upon Congress an excess-profits tax with an alternative war-profits tax in the forthcoming revenue legislation.

To the average citizen Secretary McAdoo's position seems well taken. Most small and local corporations are capitalized at an actual valuation. Many of the very large corporations are greatly overcapitalized; the stock of some of them has been repeatedly watered. With only an excess-profits tax a corporation earning 10 per cent on grossly watered capital will pay the same tax as another corporation not overcapitalized earning 10 per cent on the real, actual valuation of the money and property invested in its business. The profits of the first corporation might be 30 per cent on its actual valuation, and it is to cover such cases that a war-profits tax is urged.

As many of these large corporations are engaged in Government work and drawing huge sums from the United States, it seems particularly just that they should pay taxes on the same actual basis as corporations not overcapitalized. A tax that taxes equally a 10 per cent profit on watered capital and a 10 per cent profit on unwatered capital is not equal and uniform and scarcely just.

The most we can do over here is the least we can do for our boys "over there."

Help your country to win the war—buy War-Savings Stamps.

It's not what you think. It's not what you say. It is what you do that counts in this war. Your acts are the measure of your citizenship.



Fire Prevention Campaign on October 9th

How Hardware Merchants Can Help

GITATION for fire protection and prevention is becoming more general each year, and as a matter of civic pride, if not from the more personal fact of increasing sales of apparatus, every hardware dealer should give all possible publicity to Fire Prevention Day. Macy's, New York, was one of the first stores to take this up in an energetic fashion. They paved the way by a striking advertisement in the daily papers.

FIRE! FIRE PREVENTION DAY, OCTOBER 9

Macy's is in complete accord with the aims of the Safety First Society, particularly in its organ-ized efforts to prevent fire.

We have installed the latest and best automatic sprinkler service approved by the Board of Fire Underwriters. Fire extinguishers, poles, axes, etc., are placed where they will be within handy reach in case of fire.

And better than that we have our own fire department among our employes. Every man knows his station and just what he is to do in case of fire.

If we have neglected any precaution against fire it is because the Fire Department and Fire Underwriters, whose vigilance knows no abating, have failed to point it out to us.

HAVE YOU DONE AS MUCH TO PREVENT FIRE IN YOUR OFFICE OR HOME!

October 9th is Fire Prevention Day

Lay in a stock of fire preventives—on sale in our hardware branch.

FIRE EXTINGUISHERS—HAND GRENADES—PYRENE EQUIPMENT—HOSE BEELS—FIRE HOOKS-FIRE AXES.

The second step in the fire prevention campaign is a good window display. It is probably the most effective method of publicity than can be devised, as there is no way of driving home the point of fire prevention so firmly as to show just what happens when a fire breaks out and there is no adequate fire protection.

One of the best examples of a fire prevention trim was recently set forth by Ludlow & Squier, the large hardware and plumbing concern of Newark, N. J. Diagonally across the window was hung a sheet of black cloth. A rectangular archway was cut in this cloth and in the alcove in the background was placed the life size cut out (a wax model would have been more effective) of a young woman in pink house dress with an actual fire extinguisher in her hand. At the base of the figure was a card.

SUPPOSE YOUR HOME TAKES FIRE Are YOU Prepared?

On the wall were hung, axes, fire pails, reels of hose, and several varieties of fire extinguishers. Pasted to one side of the black cloth background was a four foot lithograph of a fire, the long tongues of flame curling upward from a mass of blazing boards, while on the

other side was the picture of a woman with several frightened little children clinging to her skirts, while she was applying a fire extinguisher to the flames. A white tape extended across the window from the extinguisher to the fire. In the front of the display, each on a little mound of black cloth, were four fire extinguishers, and a card.

"Celebrate Fire Prevention Day by Purchasing One of These Extinguishers"

The Pyrene Co., Philadelphia, was another company that made the most of fire prevention day, by arranging a section of a library, with walls of buff, a couple of sectional book cases, table of polished wood across which was draped a red satin scarf, and tall floor lamp with shade of dull gold silk. Hung in a walnut cabinet at one side was a Pyrene fire extinguisher. Down in front was shown a couple of the extinguishers, and between them a open kit of bandages, splints and healing lotions, with booklet "First Aid Dressings." A card standing by the table announced:

Pyrene Kills Fire; Saves Life; Protect Your Home During the busy period of the day a young woman was employed to give utterance to voiceless speech—standing in the window and showing a selected series of cards calling attention to the merits of the fire extinguishers and the necessity for protecting the home.

A Hardware Dealer's Sales Plan

The Hamp-Thomas Hardware Co., Reno, Nev., adopted a very effective publicity plan to call attention to their line of fire preventatives. They rigged up a motorcycle with side car, such as is seen so often these days, and placed therein a couple of their employes dressed as firemen, with helmets, boots and all the regular equipment. In the car was placed a comprehensive selection of fire extinguishers, axes, ladders, ropes, hose, etc., and a large card attached to the car said:

This Is the Way They Go to a Fire in Chicago. another card advised:

> FIRE PREVENTION DAY-OCTOBER 9th Buy your fire appartaus at the HAMP-THOMAS HARDWARE CO. and be your own Fireman.

The hardware department of Hamburgers, Los Angeles, California, had a complete exexhibit of fire fighting apparatus on display on Fire Prevention Day, and directed attention to it for several days in advance by ads in the local papers. It was in reality, a Fire Showwith half a dozen booths, draped in red and white, each in charge of one of the clerks, or a representative of the manufacturing company whose devices were being exploited. One booth was devoted to the Pyrene fire extinguisher; another to hatchets and axes; a third to ropes, pulleys, ladders, etc., and a fourth to rubber garments and helmets. The exhibit, which occupied a section on the main floor attracted wide attention, and whenever interest flagged, a crowd was instantly attracted to it by the ringing of a fire bell by an energetic small boy. Small red buttons, lettered in white, "Fire Prevention Day, October 9" were distributed gratis for a week before the day, and attention was called to them by a line in the general ad.

Help Spread the Gospel of Fire Prevention. Wear a Button to call your Neighbor's attention to the Date, and the object of the Day.

Secure your button at the Hardware Department of HAMBURGERS

Any of these methods, or better still, a combination of all of them would be sure to increase materially the sales in the fire prevention line, and at the same time earn the gratitude of the civic authorities in helping them call the attention of the public to the latest precautions for safety in cases of fire.

GLADSTONE'S PRAYER

O God, the God of the spirits of all flesh, in Whose embrace all creatures live, in whatsoever world or condition they be, we beseech Thee for him whose name and dwelling-place and every need Thou knowest. Lord, vouchsafe him light and rest, peace and refreshment, joy and consolation in Paradise, in the companionship of saints, in the presence of Christ, in the ample folds of Thy great love.

Grant that his life may unfold itself in Thy sight, and find a sweet employment in the spacious field of eternity. If he hath ever been hurt or maimed by the unhappy word or deed of ours, we pray Thee of Thy great pity to heal and restore him, that he may serve Thee without hin-

drance.

Tell him, O gracious Lord, if it may be, how much we love him, and miss him, and long to see him again; and if there be ways in which he may come, vouchsafe him to us as a guide and guard, and grant us a sense of his nearness, in such degree as Thy law permits. If in aught we can minister to his peace, be pleased by Thy love to let this be; and mercifully keep us from every act which may deprive us of the sight of him as soon as our trial-time is over, or mar the fullness of our joy when the end of the day hath come.

Pardon, O gracious Lord and Father, whatsoever is amiss in this our prayer, and let Thy will be done; for our will is blind and erring, but Thine is able to do abundantly above all that we ask or think, through Jesus Christ our Lord. Amen.

NEVER ADMIT DEFEAT

Where one man succeeds, five others fail, and the one who succeeds fails three times for every success he achieves. But the world forgets his three failures and thinks only of his one success; it ignores the dark hours and the days of doubt and toil that lay between his last failure and his ultimate success. But the five who are called failure in life because they admit failure, cease to strive. They live in the past. They lack the courage to try again and still again until they wrest success from failure.

The man who succeeds tramples his failure under his feet, sweeps his brain clear of all their baneful influences, and pushes on again and ever again. No man ever marched triumphantly thru life and saw every effort crowned with success. The man who achieves fails often, but he works on and keeps his failures to himself. He does not advertise them. He does not

lose confidence in his ability.

If you are forced to admit defeat to yourself, do not proclaim it from the housetops of the world. If you talk about it, others will talk about it, and every past failure acknowledged as such and proclaimed as such will handicap you in future efforts.

Every man has trouble—not one can escape it. The strong man bears his own burdens, keeps his own counsel, and pushes onward

toward a definite result.

When you have contemplated the success of your friends until you have lost courage thru a feeling of inferiority, just look around you to see how many people are less successful than yourself. Sometimes you gain a world of courage by getting outside of your own troubles and contemplating those of your less fortunate fellows.

WE HAVE OBSERVED

That the man who thinks he lacks time generally lacks energy.

That no amount of culture will make a fat

man stop snoring in his sleep.

That a fellow doesn't have to be a Marathon runner to be long-winded.

That in the constant shifting of life men generally land about where they belong.

That there are lots of men with just enough knowledge to be nuisances.

That a comely face saves a woman from hearing a lot of rank nonsense.

DO YOUR BEST, NOT SIMPLY YOUR "BIT"

What would you say if you thought our boys "over there" were only half trying—were shirking?

What will they say if they think we "Stayat-Homers" are not doing our best to put the Fourth Liberty Loan over the top!



"What Policy Should Merchants Pursue?"

HIS question is uppermost in the minds of every retail merchant, or, for that matter, every jobber and wholesaler as well, at the present time.

There is no question as to the ultimate outcome of the war. We all know that the Allies will win, but as to how long the war will last is a question on which one man's guess is as good as another's.

It is essential that business should go on; that manufacturers and merchants who are largely responsible for financing the war, must be able to continue their business in order to produce the necessary revenue.

But the winning of the war is paramount and, of course, has precedence over everything else.

That this is uppermost in the minds of every business man there is no question.

Everyone of our readers will find food for thought, and doubtless suggestions they can use to advantage in the letters herewith produced.

PRESIDENT ASBURY'S VIEWS

Editor HARDWARE WORLD:

We believe, first, that the retail merchants of the country have a fixed and definite responsibility in helping to conserve both labor and steel for war purposes. Their co-operation is very essential.

The shortages of both labor and steel are approaching a very serious state. In making purchases, therefore, the retailers should be guided by their knowledge of evidences of waste in any goods offered to them.

The manufacturers are under very great pressure and are trying very hard to eliminate sizes, styles and finishes in goods in order that the available labor and material can be used to the best advantage and they require the full support of the distributors in accomplishing these ends.

There is another very important element to be considered, however. There are so many items in hardware which may be classed as of national importance. Those which contribute to efficiency in producing food, those which bring about economy in the use of food, those which enable the farmer to conserve labor, etc.

All of these items should be bought with sufficient freedom to provide our people with the means of doing their best as long as war lasts. If this discrimination is wisely used by the retail merchants it will have a very highly beneficial effect. We believe that there will be enough business moving along these lines to keep everybody busy and in general we believe that business conditions will be maintained with the present activity for a considerable time.

Yours very truly,
THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, Pa.
C. M. Asbury.

"BLANK CARTRIDGE" PATRIOTS

These are the kind that applaud—but do not act. That "let George do it"—that delay—that say "I will"—but don't—that can—but won't.

CURTAIL ALL UNESSENTIAL CONSUMPTION

(The following is from a recognized authority in iron and steel products, but owing to the fact that we are requested not to mention the name, we, of course, would not violate our correspondent's confidence.)

Editor HARDWARE WORLD:

"What should be the policy of retail merchants in making their purchases for the ensuing season?" While it is not our policy to quote information for periodicals, we will give you a few ideas, but do not desire to be in any way mentioned.

Our opinion is positive that retail merchants, also jobbers and consumers, must confine and limit their purchases by our analysis of the essential requirements of their trade. Such action is vitally essential to the interests of the United States and the Allies. Any contrary action, or attempt to hoard, or buy beyond immediate, urgent, essential, consuming requirements are unpatriotic and in violation of the rulings by the War Industries Board, which rulings the trade generally are pledged to respect.

In iron and steel articles particularly, on account of the shortage in production to meet the actual fighting requirements of our Government and the Allies, there is warranted a careful scrutiny of each buyer's inquiry, and the securing of information satisfying the seller that the requirement is an urgent essential in the interest of our war endeavors. If not an urgent, essential requirement, the business should be refused and reasons therefor explained.

Patriotism alone demands the curtailment of dealers' and jobbers' purchases in measure with their sales for urgent necessities. Shortage in production as compared with Allies' necessities makes absolutely necessary curtailment of all unessential consumption. Complaint on the part of any buyer at this time is unwarranted, for it is our belief that the War Industries Board are endeavoring to do justice to all, and it is the duty of consumers, dealers, jobbers and manufacturers to co-operate to the fullest extent.



MERCHANT MUST HAVE HIS GOODS ON HIS SHELVES

Editor HARDWARE WORLD:

The conditions this year are entirely different from what they have been for many years past, and while it is not good policy for a merchant to overstock himself, the conditions are such this year that the merchant cannot let the jobber carry his stock for him, but must get his goods on his shelves sufficient for the year 1919, even if he has to pay interest and extra insurance, because the probabilities are the way things are shaping up, that the jobbers cannot furnish, in fact, are not furnishing now much of the goods for the merchant's requirements, nor can the manufacturer furnish the jobber with his goods, from the fact that the Government requirements are such now that the rules are so strict that only those who had foresight enough to lay in enough supplies of raw material are enabled to do much business and work in the iron trade lines is very expensive to carry a large stock.

The Government does not allow a single shipment to be made to a manufacturer of steel without an affidavit goes along with the order, specifying the purpose for which the same is to be used, and if it is not for Government use on the same, is liable to be so far postponed as to be practically useless to place an order.

Furthermore, the government is requiring the jobbers to file a statement with the manufacturer, and the conditions are such that the man that is wise will figure up his requirements and get them in stock at as early date as possible. We have been calling our customer's attention to this in the neighborhood of one year, anticipating what would come, and that time has already arrived, so that our customers who were wise enough to put in their stock are not bothered now as they would be with orders placed at this date.

The Government is using practically every machine of every manufacturer that can make goods for the Government's requirements, so that it leaves but little output to go into commercial use.

Importance of Marking Up Goods

Furthermore, conditions are such, taking into consideration the continued daily and weekly advances in wages, advance in the cost of material, higher freight, etc., that merchants must mark up their goods and not expect to get them replaced at any where near the old figures. People expect it, and for that reason the ordinary dealer will lose large sums of money unless

he gives this very important matter attention. Many are selling their goods out at the old price and waiting to mark up the new goods when they come in. The goods on the shelves now should be marked up. They can make more money that way, than in any other.

BUFFUM TOOL COMPANY.

F. W. Buffum, Pres.

BUY ONLY WHAT IS ESSENTIAL

Editor HARDWARE WORLD:

While merchandise is very scarce, and in many lines is going to be scarcer, we believe that it is the patriotic duty of all hardware dealers to only buy what is absolutely essential and necessary. The hoarding of stocks tends to defeat the Government's purpose in conserving labor and material. We all know that there is a scarcity of steel at the present time and as this is the foundation of all of the war preparations no dealer should buy more along the steel products line than is absolutely necessary for the conduct of his business.

In regard to business in general, would say that any manufacturer who is in the tool line is of course very busy as the demands for all kinds of tools is very large, and this demand will continue as long as the war lasts.

Dealers who buy carefully and conservatively at the present time will find that they will emerge from the reconstruction period in much better financial conditions than those that have been reckless and have over bought. There is bound to be a readjustment of prices and the merchants who have the smallest stock and the stock that will turn over the quickest will be the ones who will be best equipped for future business.

Yours very truly, VAUGHN & BUSHNELL MFG. CO. Irving S. Kemp, Sales Mgr.

ANTICIPATE REQUIREMENTS TO A LIMITED EXTENT

Editor HARDWARE WORLD:

In a general way it is our idea that retail merchants should anticipate their requirements only to a limited extent in buying for the following seasons.

Business conditions in our territory are generally good, and the prospect seems to be for a continuance on similar basis.

Yours very truly,
MOMSEN-DUNNEGAN-RYAN COMPANY.
El Paso, Texas.
A. A. Martin.

BUY WHAT YOU NEED AND DON'T SPECULATE

Editor HARDWARE WORLD:

Our idea is that the policy of the retail merchant in making purchases for the ensuing season should be to buy in accordance with what he thinks he will need and not speculatively.

There are some lines that are usually sold for future, which, in our opinion, will, perhaps, sell more largely than in previous seasons, due to war conditions. We refer to such goods as garden tools and implements of all kinds, which have been increasing to a great extent on account of the intensive cultivation of small gardens by the individual. There are other items sold for future which have changed in the other direction for reasons that are apparent to all.

We regard the business situation as most encouraging, particularly so in sections where the trade is eventually dependent upon the farmer as the consumer of their merchandise.

The scarcity of many lines of hardware is increasing all the time and, judging by the advertised Government requirements, we can see no relief until war conditions change.

Yours very truly,
HIBBARD, SPENCER, BARTLETT & CO.
Chicago, Ill.
J. J. Charles, Pres.

NEW MEXICO MERCHANTS SHOULD STAY CLOSE TO SHORE

Editor HARDWARE WORLD:

Concerning business conditions and outlook in this territory, would advise that there has been a very heavy falling off in business here since January 1st, due, no doubt, to the present policy of saving as well as buying of War securities, and as this section has practically nothing to sell to the Government, we do not receive the benefit of having returned to us any part of our expenditures.

The question of help is also becoming a serious one, on account of the sparcely settled country, the Government is making a canvass of the stores, requiring all men who are physically fit or without dependents to either join the Army or get into some essential work.

It is our opinion that this is a time for Hardware merchants to stay close to shore, and we do not see any remedy for the present conditions unless the Hardware merchants combine for their mutual benefit.

Yours very truly,
WHITNEY HARDWARE CO.
Albuquerque, New Mexico.
B. F. Mead.

ALWAYS AN OPTIMIST, NEVERTHELESS BE CONSERVATIVE

Editor HARDWARE WORLD:

You might just as well ask us when the war will cease as to what the buying policy of our customers should be during these unusual times.

The conditions covering business are so different from anything which we have experienced before that it will undoubtedly be impossible for any merchant to so adjust his buying that he will not suffer a severe loss at the time the readjustment takes place; yet, on the other hand, if he does not carry a stock suitable to the wants of his trade, he ceases to exercise his proper function as a distributor and his competitor obtains his business at a profit, and he automatically retires from being a factor worth mentioning.

We are loath to advise others what to do, but are willing to say that our own policy, as mapped out, is to "pursue the even tenor of our ways," continuing to purchase as we have in the past and letting the future take care of itself

We will undoubtedly make some costly errors by pursuing this policy, but thoroughly recognize the fact that the sun will still continue to shine and the public will still continue to purchase goods; unless we have those goods we cannot sell them, and if we do not make sales we make no profits, and, as before mentioned, we are continuing our business and hope that the profits we will make from having a stock will more than offset the loss we will incur by being stocked up at the time of the readjustment.

We might furthermore add that it is our opinion that a readjustment is not going to be sudden and radical, but will extend over quite a portion of time.

Yours truly,

CALIFORNIA HARDWARE COMPANY.

Los Angeles, Cal. Shannon Crandall, Pres.

BUY CONTINUOUSLY AND SPARINGLY

Editor HARDWARE WORLD:

We believe the retail merchants will, in the future, as in the past, buy cautiously and sparingly. Conditions do not warrant speculating and the average dealer is buying his requirements as needed, making the future order business very light. Trade conditions generally in this territory are very satisfactory and collections fairly good.

Very truly yours,

MONTANA HARDWARE COMPANY.
Butte, Mont.
E. S. Woodland, Mgr.

BUY ALL YOU CAN BUT LIVE UP TO THE PLEDGE

Editor HARDWARE WORLD:

This is a difficult problem to answer for the reason that for immediate business, all the Jobbers are asking merchants to sign pledges to help them get goods, and for future business the Jobber has got to be very careful, and without question there is not much of it being solicited at the present time. So it is really up to the Jobber and not to the Retailer.

However, our idea of the matter would be that the Retailer should buy all that he can get hold of and still live up to the pledge that

he signs.

Business with us has been very good, and without question we will see a very good fall business, but not as good as we anticipated owing to the extremely dry weather we have been having in this territory. However, no doubt, we are going to sell all the goods we can get hold of and it will be up to us to be very careful to distribute what we do get very carefully.

So it is a case of not pushing business very hard, use good judgment and co-operate with the Government in winning the war and having

it over with.

One thing that we are very much pleased over and this is collections, which we have found very good and far above the average at this season of the year.

Yours very truly,
MICHIGAN HARDWARE COMPANY.
Grand Rapids, Mich. Per H. W. Spindler, Pres.

TRY TO KEEP BUSINESS UP

Editor HARDWARE WORLD:

There is only one policy to have in mind for the retail merchant and that is to continue to try to keep business up to standard. At the same time we would suggest that he not lose sight of the fact that this is a time of conservation and we believe business can be interesting and profitable without being extravagant, thereby performing a patriotic duty.

Conditions are exceedingly favorable for big business this fall and the man whose store has a stock of stable articles is going to have a prominent place in the mind of the public.

Right here we cannot help but express our feelings about advertising by various methods. It is expedient that the retail merchant advertise and although he may be in doubt as to this, he should realize the value of advertising as a builder of good will.

Yours very truly,
FAULTLESS CASTER COMPANY.
Evansville, Ind. Clarence B. Noelting, Sales Mgr.

WELL TO ESTIMATE REQUIREMENTS FOR FIRST SIX MONTHS OF 1919

Editor HARDWARE WORLD:

As to the policy of retail merchants in making their purchases for the ensuing season, our policy has always been a conservative one, although it has been a poor policy to follow for the last few years.

There is no question in our minds but what the retail merchants are warranted in looking well ahead for their conservative requirements for the first six months of 1919, for, if they do not, it is a question as to whether they will be able to get season goods when they require them.

In fact, it is our belief that there will be a great shortage in many lines of goods for the spring and summer of 1919. We do not see how it could be otherwise unless the war should suddenly terminate, and even in that event, we doubt if there would be much reduction in price on a very free movement of goods for that period at least.

From day to day it is getting harder to get deliveries from mills and factories and warehouse stocks are becoming badly depleted, and, in many lines, entirely exhausted all over the country. Consequently, when this vast demand for war supplies is terminated it is going to take an awful lot of production to put warehouse and jobbers' stocks again in normal condition. Consequently, we do not see that we have anything to fear from any very radical slump in the market prior to July 1st, 1919. Beyond that we would not care to prophesy, but if the war continues there is no question or doubt but what goods will steadily advance until it is terminated.

Yours truly

MARSHALL-WELLS COMPANY.
Spokane, Wash. Edward S. Redeker, Mgr.

TRADE CONDITIONS GOOD — CROPS EXCELLENT

Editor HARDWARE WORLD:

Our advice to the retail trade is to buy from hand to mouth and watch the situation closely. Nobody can tell what the future is going to bring for them—this is keeping on the safe side. Of course, it is necessary to do some future buying in order to protect ones self, but it should be as limited as possible.

Trade condition here are good. Crops are excellent, but we are looking forward to an extraordinarily poor season this fall owing to restrictions which it has been necessary for the Government to put upon non-essential industries.

GEO. A. LOWE CO.

By J. W. Abbott,



BUY FREQUENTLY—TURN STOCK OFTEN
—RESTRICT CREDIT—SELL FOR CASH

Editor HARDWARE WORLD:

You ask "What in our judgment should be the policy of retail merchants in making their

purchases for the ensuing season."

Under the present situation business is subject largely if not completely to the circumstances of the war and the Government are imperative that trade shall be confined to essentials, that is that goods shall only be sold for such purposes as are necessary for the furtherance of the progress of the war.

Such for instance as ship and airplane building, production of munitions, military and naval supplies, of food and fuel, of tools, implements and machinery and requirements for the farm, of clothing, public utilities, transportation, etc., in fact all business must be made subordinate to the requirements of the Government as may be defined from time to time by the Priorities Division of the War Industries Board.

All unnecessary business must be put to one side and stocks of goods used for essentials only. This we, and presumably all other wholesalers, have promised to do, certifying the same to the Government by filing with the Priorities Committee the prescribed pledge limiting the distribution of our stock of merchandise to war essentials. The great problem before us, taking precedence of all others is to win the war.

As the Government now controls the output of pig iron, steel in its various forms of plates, bars, sheets, etc., copper and other metals, using at present for war purposes almost the entire production of all mills, it leaves very little material such as used by manufacturers of hardware to work up into their various lines of goods, consequently the wholesalers' stocks are in many instances below normal and the difficulty of getting supplies is apparent, therefore under such conditions as now exist it seems plain that the policy of retailers should be to conserve their stocks for essential or necessary purposes, to continue the same careful and prudent purchasing that the majority have exhibited for the past 12 months; to buy frequently but not largely as replenishments are needed, thus turning stocks as often as possible, conserving capital and credit by selling largely for cash and taking advantage of the cash discounts offered them instead of tying up their capital in long credits and unnecessarily large stocks.

Evidence is increasing from various parts of the state that retailers whose practice it has been to sell mainly on credit are now changing to cash, greatly to their advantage. The time is propitious for such a change and those who are not doing so are likely to miss an opportunity that should prove to their permanent benefit.

Yours very truly,
DUNHAM, CARRIGAN & HAYDEN COMPANY.
Per Brace Hayden, Pres.

CAUTION THE MOTTO OF THE HOUR

Editor HARDWARE WORLD:

The policy of Retail Merchants in making their purchases for the ensuing season should be althogether based upon what the Government, not only directs but has fully in mind, viz:

The avoidance of carrying a surplus stock of goods, or in fact those goods that are not

absolutely needed.

They should, in line with the same policy, purchase a very small assortment of the various commodities that they carry, this small assortment, in a great many cases, having already been arranged for them by Government directions to Manufacturers as to just what shall be produced. This is beneficial, of course, not only to country merchants, all classes in fact, as also to the Jobbing interest, and incidentally benefits the consumer, as it saves him a lot of time generally, and in the past consumed, to a large extent, in making selections, overlooking different stocks, etc.

In-so-far as the outlook for business is concerned, it is very good, in most parts of the South crops are abundant, people in good shape,

Caution should be the motto of the Hour, and of the Day and of the Season. There never was a time, in our humble opinion, when people should be so conservative as at the present, there are so many problems before them, so many unknown quantities yet to be determined.

Yours truly.

A. BALDWIN & CO., LTD.

New Orleans, La.

W. M. Pitkin.

KEEP STOCKS REPLENISHED ON STAPLE LINES

Editor HARDWARE WORLD:

In our opinion the retail merchants should, as far as possible, keep their stocks replenished on staple items in all lines, and that they should avoid an excess of articles that are not generally required under present war conditions.

The general business conditions are good in this section, and an average crop will be

harvested this year.

Johnson City, Tenn. SUMMERS HARDWARE CO. J. A. Summers, Pres.



WATCH STOCK CLOSELY, DON'T SPECU-LATE OR OVER BUY

Editor HARDWARE WORLD:

From now on until the ultimate termination of the world's war all the retail merchants should be very conservative in making their purchases. We would suggest that they watch their stocks more closely than ever before, keep their stocks absolutely complete at all times, but, do not over-buy or speculate on the market.

From all reports and information given us by the Reginal Director, of the Northwestern Railroad, there is no doubt that there will be great difficulty experienced in transportation this winter on account of blizzards, zero weather, etc. Due to the possibilities of such conditions existing, we suggest that the retail merchants conservatively purchase their entire

requirements covering this period.

From the fact that the Government has commandeered many lines and the inability of the manufacturers to produce many spring items, a shortage in seasonable goods will be experienced during the ensuing months. We believe, that it is the part of wisdom for the retailer to place his specifications for such goods as hose, lawn mowers, steel goods, etc. But, again, we wish to caution him to buy conservatively when he can consistently estimate what his requirements for the following spring will be, and let that suffice. If he under-estimates he is playing a safe game, if he over-estimates, he may or he may not be.

Upon making a careful study of business conditions which will follow immediately after the closing of the war, we expect to see a marked decline in prices, however, only temporarily. Immediately following this, we expect to see a reaction. It seems good reason to believe that we will secure a heavy export business at that time, for the amount of reconstruction work, which necessarily must be done will

have a tendency to enhance values.

We have carefully analyzed our business for the past two months and find that some stocks are low but that the average stock is normal to high. Most merchants are keeping their stocks complete and are buying light. They have practically no trouble with price and are making a fair living profit. We find crop prospects, as a whole, very good. As a result, our future business up to the first of August, is as good as during the same period of the preceeding year.

We believe that during the next few years, it is going to require greater vigil than for years in the past, on the part of all business men, if they would be successful and it is only

the inevitable that we can expect from those who are less careful—they will go out of business.

Yours truly, MARSHALL-WELLS COMPANY. E. C. Ward, Sales Mgr.

CLEAN HOUSE, WORK OFF SLOW SELLING GOODS

Editor HARDWARE WORLD:

While we have had very little rain throughout a large portion of our territory and the corn crop is going to be cut considerably short, yet, taking everything into consideration, the farmer is going to be in an average condition this fall.

There are so many elements entering into the situation just now, and, in the absence of any previous war experience on which to base an opinion, it is rather difficult to say just what a retail merchant should do.

We have been advising our good friends to clean house. To take advantage of every opportunity and work off all odd goods, odd sizes and slow selling merchandise.

Clean their stock right down to goods that are in demand and on which they can get a

rapid turn-over of their stock.

We have also advised with reference to buying for spring delivery, to place their orders for all such goods as they must have,

based on their previous experience.

There must be a certain amount of agricultural work done and a merchant can very easily determine just what he sells every spring for this class of work and we believe that he should try and place his orders now so as to give the jobber an opportunity to get together specifications and give them to the manufacturer.

Shipments are going to be slow and goods cannot be had on short notice, therefore, it is necessary that the jobbers anticipate as far as possible for their spring requirements.

This cannot be done with any degree of accuracy without some co-operation from the

retail trade in the way of specifications.

We believe the retail merchant should be consistent in his buying so as not to injure his own business, but by beginning with cleaning up all the odd stock, basing his efforts on the quick turn-over lines, and by giving more attention to the outside business, such as auto supplies, and by placing his orders for spring delivery, he will have done about all he can do.

Yours truly,

PAXTON AND GALLAGHER CO. Geo. F. Wright, Manager of Hardware.

Omaha, Neb.



AN EXCELLENT SUMMARY OF CONDITIONS

Editor HARDWARE WORLD:

We are very glad to give you such information as you require, based on what we ourselves

are planning for the ensuing year.

Purchases: It is our intention to keep our stock normal on standard goods. We are cutting out all unnecessary goods. It is our intention to reduce our stock on all goods not essential to the conduct of standardized business, and in this way enable us to carry normal stocks of standardized goods.

We, of course, are suppliers of industrial plants who are doing war work and this is our reason for investing our money in standardized stocks, so that those who are doing war work who are favoring us with their patronage can get quick service. This means much at this time towards the much-sought-for goal, that of

"winning the war."

Factories cannot anticipate their wants to the extent of having everything come direct from factories for their needs. Therefore, we, as dealers, must in a great measure anticipate what these plants will require and give them every assistance we possibly can to give Uncle Sam the service that he is entitled to. We look for nothing much for the ensuing year except indirect or direct war business.

We do believe that there will be about 60% normal school business. This is essential and is so termed, as we understand it from declarations from President Wilson, Secretary McAdoo

and Secretary of War Baker.

At this time the Government wants men. The Government itself is training men in various manners. Where the men are not educated, they have taken steps to educate them. Therefore, it is the duty of everyone to give every energy toward educating the boys who are coming along, therefore schools must be built.

Industrial Plants: As we all know, industrial plants today—practically all of them—are working toward the universal goal, and if they are not doing direct war work, they are doing indirect war work, consequently industrial plants are considered as a necessity and

therefore of national importance.

Hospitals: Hospitals are in great demand at this time and, as you well know, not only the Government is spending millions for hospitals, but private enterprises also are building hospitals. Therefore, there should be at least 75% normal business in practically every branch of hardware business.

Trade reports show that there are billions of dollars' worth of buildings contemplated.

in many cases plans are ready to be put onto the market just as quickly as this war is over, which will mean that the dealer who is wide awake is the man who will reap a part of the benefits to be derived through the increased business after the war.

We do not advise anyone else, but if anyone has confidence in our judgment to follow the lead, we will be very happy to have them do

so. Yours respectfully,

VONNEGUT HARDWARE CO.

Indianapolis, Ind.

C. J. Prinzler.

"DAY OF SPECULATION PASSED. LET JOBBERS CARRY THE STOCK"

Editor HARDWARE WORLD:

"Advice is cheap, and seldom followed."

However I take the liberty of suggesting

However, I take the liberty of suggesting to retail merchants that under present abnormal conditions, including high prices and difficulty of obtaining all classes of iron and steel products, a conservative buying policy is advisable.

It is a good idea to let the jobber carry the stocks, and retailers buy from them fre-

quently—and in modest quantities.

The present high prices and scarcity of material cannot last always. There must come a time sooner or later when the Government's requirements will be satisfied and manufacturers will be in a position to fill orders with a reasonable degree of promptness and possibly at some concessions below present prices.

If I was a retail merchant, I would certainly adopt this policy and adhere to it until the end of the war. The day of speculation has passed. The Government is fixing prices that they consider fair to all concerned. Therefore I can see no possible adantage to any retailer pursuing a different policy than that which I have adopted.

Very truly yours,
A. C. BULOFSON CO.

GARDEN TOOLS A WAR WINNING NECESSITY

Editor HARDWARE WORLD:

It occurs to us, that the retail merchants should pursue the ordinary methods in purchasing for the ensuing season, especially in the line of garden implements, as we are satisfied that the making of "War Gardens" is going to increase continually, especially during the period of the war.

Yours very truly, J. E. GILSON COMPANY. J. E. Gilson.

A CAREFUL RESUME THIS

Editor HARDWARE WORLD:

Regarding the policy of retail merchants for the coming season. The following is my opinion of some matters to be borne in mind at this time. "All that goes up must come down."

The position of the retail merchant is now, or soon will be, about like the aeronaut when he turns his propeller downward. In his upward course he has had such a "wonderful time." He has given little thought to what the coming down would be. But now he is concerned with what kind of a landing he will make.

His descending journey will be governed very much by his policies during the coming year. If he has a heavy stock at war prices, when the turn comes, he will come down at a much greater velocity than his careful competitor with a light stock. He will hit harder, and while the fall may not kill him outright, he is likely to die of his wounds after prolonged suffering.

His heavy stock at light prices will be slower in turnover, and while he is struggling to extract himself from his wreck, and sell his stock at war prices, his competitor, with a lighter stock, consequently having a more active turnover, will have sold out his high priced stock, and replaced at a lower cost.

On a rising market, with a long swing, such as we have just experienced, the country town store can, because of the slower turnover, under sell the city store with a more rapid turnover. When the inclination of the market reverses, the condition operates against the country town storekeeper, for in disposing of his high cost stock, he is obliged to meet the prices set by his city competitor, who, with his active turnover, has sold out and replaced his stock at a lower market.

It should also be borne in mind that all trades and occupations not contributing in some way to the prosecution of the war will be inact-In industrial centers and agricultural centers where higher wages and high prices for farm products prevail, there is not likely to be less than a normal demand. On the other hand, it is not likely that there will be any unnatural demand at prices where they now are. Twelve quart galvanized pails, which in 1914 we sold for \$1.65 per dozen, we are now selling at \$6.00 per dozen, is only an example, and when labor is considered, prices are well in line with the Government's fixed price of \$2.85 F. O. B. Pittsburg for bars against 95 cents pre war.

Preight Shipments Are Slow

And will likely be slower as we near the close of the year. With the minimum freight charge of 50 cents, the difference between express and freight can be saved in many instances by ordering smaller quantities more frequently, paying the higher transportation charge, eliminating the hazard of decline. Goods coming in by express may, in fact, all be sold while freight shipments in larger quantity are

languishing in the terminals.

None the less important now is the financial and credit policy, and here again turnover is the most important factor contributing to a sound policy. The normal amount of business must be done with a minimum employment of funds. Every dollar must do double duty. In the industrial centers machines are working twenty-four hours daily in order to turn out the sinews of war. Why, because there is not enough machinery in the country to meet the demands if run at the slow gait of peace times. The same thing is true of the dollar, and if its standard of value is maintained, it must speed up in order to meet the demands.

Leniency Is a Poor Course of Action

Quick turnover, definite maturity dates, and insistance of observation of sales terms, is a good business policy, and it is patriotism as well. Yours truly,

W. A. L. THOMPSON HARDWARE CO. Topeka, Kansas. R. B. Austin, Treas.

FULL UP ON ORDERS

Editor HARDWARE WORLD:

Surely these are days when the future is largely a "gamble" and a prediction means but little it seems to me.

As for ourselves, we have all the business we can possibly handle and even more; and in most every instance, we are getting our necessary materials promptly, which is due largely to the nature of our products, we being in Class B-2 and thus given priority assistance by the War Trade Board.

Personally, we have therefore no reason to feel in any way pessimistic and we are not. However, when it comes to treating with the several subjects in your letter, our business being confined solely to the Jobbing Trade and because of the nature thereof, it being so very flourishing we feel we are hardly in a position to pass upon these things in a general way at

Thanking you very much for the consideration and with the desire to again assure you of our high regards for your excellent paper. HARDWARE WORLD, we remain with best wishes,

Yours very truly,

C. S. NORCROSS & SONS.

Bushnell, Ill.

Per L. R. Norcross.



GET CLOSE TO YOUR JOBBER, BUY FREQUENTLY

Editor HARDWARE WORLD:

If we were retail merchants in the Inter-Mountain territory we would follow out the policy of getting very close to our local jobber and buying from him frequently, but in smaller quantities than heretofore. In other words, we would not lay in a heavy stock of any particular line of goods, except those lines which the Government recognizes as essential in the production of food and feed.

Educate Your Trade

We think it advisable for retail merchants to keep their stocks complete at all times in order to take care of the requirements of customers. We would also educate our trade to recognize the fact that a great many items will have to be substituted and this substitution will increase as time goes on. The magnificent crops that we are having in this section of the country and the high prices which can be obtained for them means that the ultimate consumer is going to be very ready to purchase in spite of the fact that the Government is asking for large contributions for Liberty Loans, etc.

In England, for instance, this is illustrated by the fact that although commodities are higher, the people who are earning big money in the way of wages and getting paid for crops at very much above any figure known heretofore, are in the market and pretty free buyers of not only the staples, but luxuries. To some extent this is going to be repeated in the United States and from now until January 1st we look for a substantial business.

Yours very truly,
STREVELL-PATERSON HDW. CO.
Salt Lake, Utah. P. C. Gill, Sec.

CASH SYSTEM IS BEST

The Arps Right Price Store at Nucla, Col., tell us they find their cash system is working out fine, and business in their section ought to be increasing as the crops are coming in, and the farmers are going to have a bumper crop. Alfalfa is now selling for \$12.00 per ton in the stack, the second cutting of alfala is on, and they are commencing to cut the spring wheat, while the corn crop never looked better. Money, they state is tight at present, but their cash sales have averaged better than \$100 per day this year. They are pretty well pleased. Of course they naturally read the Hardware World. Placerville, Colorado, is their shipping point.

MAKE CERTAIN OF GETTING YOUR STOCK

Editor HARDWARE WORLD:

Our experience with our trade is this: They have been buying very liberally on such items as we were able to offer them prices and delivery on. In a great many instances they are buying winter and spring requirements now and ordering goods out, especially where they can find them in stock. There are a great many items we cannot offer them anything on, but in the plow line they have been buying very liberally since June 1st.

Our business for the last several months has been equal to any we have ever had, and there is no telling what we could have done if we could have secured all the goods we needed, which, of course, is impossible at these times.

We are advising our trade to make their purchases for fall and spring goods from us or someone else, wherever they can find them on hand, or place orders with a reasonable assurance that delivery will be made.

Yours very truly,
WIMBERLY & THOMAS HARDWARE CO.
Birmingham, Ala.
F. B. Simpson,

KEEP HOUSE IN ORDER AND NEAR AS POSSIBLE TO CASH BASIS

Editor HARDWARE WORLD:

Any retail dealer who asks for advice on our opinion in regard to making purchases for the ensuing season, we invariably tell them that we favor a conservative policy for the balance of this year.

We think it best that they should buy simply for their requirements and not try to accumulate stock of any kind. They should get a good profit for all of the goods they have to sell but buy only what they need. We do not favor any one attempting to expand their business under present conditions.

While the consumer is getting an average crop and fairly good prices, the fact remains that the consumer, dealer and all of us will have to buy more bonds and spend a lot of money for all the war activities.

The demands of the Government are so very heavy that we look for money to be very tight by the end of this year. Therefore, we should all be particular to observe regular sales terms and it would be better still if we would all come to a cash basis.

Trade has been very good up to the first of August and we look to find the balance of the year pretty nearly up to standard but

all wire products being sold for essential purposes only, is going to cut down the volume of business for all classes of trade. We do not feel pessimistic at all but simply favor every one keeping their house in order and being prepared to meet financial conditions that may be more strained than we have yet experienced.

Yours truly
THE THOMSON-DIGGS COMPANY.
J. W. Geeslin, Sec.

BE CONSERVATIVE, YET ANTICIPATE WANTS FAR AS CAN

Editor HARDWARE WORLD:

As to what the policy of retail merchants in making their purchases for the ensuing season should be:

This question has been put up to us a good many times, recently, especially by our traveling force.

We have advised them, as follows: That feeling that the war could not possibly end this year, and with no indications for a speedy ending of the war, and with every indication that goods, especially in the metal line, would be much harder to obtain, and of a natural consequence, higher in price, we have ordered our stock as far ahead as we felt it was good business policy to do; and as far as our capital would permit.

Business conditions and trade conditions have been in excellent shape with us. The only difficulty that we seem to be encountering at this time is that of getting enough material to fill our orders; and we do not see from the experience of other countries who have been at war longer than we have, why these conditions will not continue for some time.

Local conditions vary materially, and it is not always advisable to give advice or suggestions, where these suggestions might be adopted generally; but it does seem to us that the retail merchant is very safe in anticipating his wants for several months to come, taking into consideration his local condition; the extent of his capital; and the chances of his being called to war.

We do not feel that at these times a merchant should do anything else than be conservative and not overreach himself in his purchases; changes are so rapid nowadays that the only course that seems advisable to recommend, is that of the conserative one, and play safe.

Yours truly HOLBROOK, MERRILL & STETSON. Per H. Morris, Pres.

ANTICIPATE REQUIREMENTS THREE TO SIX MONTHS AHEAD

Editor HARDWARE WORLD:

In our judgment, based on present market conditions it would be well for merchants carrying a general line of hardware to anticipate their requirements covering a period of from three to six months ahead.

Inasmuch as the bulk of merchandise carried by the general hardware establishment finds its origin in the iron and steel industry and as the Government requires the major portion of the mills' output in these commodities for war purposes, we believe that the manufacture of practically all lines of hardware and metal goods will be even more curtailed in the near future.

In addition to this, all manufacturing plants will, of necessity, lose a considerable quota of their present working forces in consequence of the recently enacted draft regulations and which affects their employees between the ages from 18 to 45.

As a result of this situation merchandise will be more difficult to secure and prices will no doubt be correspondingly increased.

While we do not believe it expedient to "stock up" on SLOW MOVING articles of merchandise even in the face of the situation cited above, we do think that the discriminating merchant will make no mistake by anticipating his wants to a reasonable degree on all staple items.

Important to Re-mark Your Stock

In this connection we take the liberty of suggesting that even more important at this time, is closer attention and prompter action on the part of all merchants to keep in close touch with the ever-changing and rising markets and to RE-MARK his stock on hand so that his selling prices are in keeping with PRESENT DAY costs. This policy is essentially necessary on the part of the dealer to fortify himself against future losses of such stocks as he has upon his shelves at such future time when we will be confronted with a decline in values.

While still remote, such a time is certain to occur and it behooves us to anticipate this condition by PROMPTLY advancing with the rising market of today so that we can drop with the declining price of tomorrow and not be seriously affected thereby.

Yours very truly, CHAS. BROWN & SONS. Per M. M. Brown.

Look on the bright side—and if there is no bright side—polish up the dark one.

BUY ALL WILL NEED FOR SPRING AND GET GOODS IN STOCK

Editor HARDWARE WORLD:

We are of the opinion that retail hardware buyers would serve their best interests in buying all the goods they will legitimately need for spring business and get them shipped and in stock as fast as they can find the goods.

The shortage of and delays in getting goods is becoming more serious each month. We are urging our trade to protect themselves as best they can by placing orders in advance of actual need.

The business outlook in our section is good. Crops have been abundant and selling at high prices. The only drawback is the shortage and delays in getting goods. We are hoping the Kaiser will get his finish next year. Then will be time to change policy. The Government should give more consideration to legitimate commercial interests. Yours truly,

HAW HARDWARE CO. C. Haw, Pres.

Ottumwa, Ia.

SITUATION REQUIRES CAREFUL STUDY Editor HARDWARE WORLD:

We believe that the situation of the retail merchant requires more study than at any time in his history. He is confronted with the fact that if he does not buy goods now he will not be able to get them later; he is also confronted with the fact that he may have to carry them into a decline.

Wherever a merchant has a prospect for business he should endeavor to purchase his full season's requirement. There will not be an opportunity for him to again buy during the present season at so low a figure, nor obtain the merchandise.

Our local situation is not in comparison with other sections of the country. We are passing through a drouth situation; it had its beginning three years ago. Each year some of our trade has lapsed further and further. Not being in a manufacturing community, but strictly agricultural, our customers are in a serious condition.

The restrictions applying to the resale of agricultural implements, by which the retail implement dealer will have no advantage for carrying through a drouth-stricken year, or years, unsold goods, but must sell them at a profit thought fair by the War Board on the original investment, for if he does make a charge proportionate with the expense and loss to which he has gone, he must replace—whether he desires to or not—these goods at the present high price. This attitude denies the right of a dealer to advance with the mar-

With best wishes to you and your organiza-

tion, we are, Yours very truly,

W. H. BICHARDSON & CO. Austin, Texas. By H. H. Richardson, Jr., Vice-Pres.

MERCHANDISE FOR SPRING WILL BE HARD TO GET

Editor HARDWARE WORLD:

As to what we believe should be the policy of retail merchants in making their purchases for the ensuing season, or for spring delivery, we would sincerely suggest that every retailer anticipate his requirements as far as is consistent with his available capital and the volume of his distribution.

In our opinion, and this opinion is based upon the same conditions that undoubtedly confront nearly every distributor, staple merchandise this spring is going to be harder to obtain than ever before. There is scarcely any necessity of our going into the reason for our conclusions as merchants who think, whether they be wholesale or retail distributors, can clearly see conditions that will make for this scarcity.

Staple merchandise, and we mean by this useful and necessary articles, whether hardware, clothing, or necessities of other materials, will be quite as essential in the spring as at any time and will not only be higher in price but the supply materially curtailed.

This information is not possessed alone by us but should be generally known and undobtedly is by observing and thinking people, whether merchants or otherwise.

Very truly yours,

Seattle, Wash.

M. SELLER & CO.

GOOD ADVICE FROM SUCCESSFUL MERCHANTS

Editor HARDWARE WORLD:

We believe that the policy for the retail merchant to pursue is to purchase such as he can secure to the extent his funds will permit, but not to the extent of overstocking, and to confine these purchases largely to staple items.

We believe he should reduce his variety to the minimum. For instance, if he has been carrying 50 colors of paints, he should reduce them to 25. If 25, we would advise his reducing them to 12; possibly less.

I know of one good-sized dealer who is now

carrying but three colors.

We believe the dealer should watch his collections closely and confine his business to a cash basis as closely as possible.

Very truly yours,
THE EDWARDS & CHAMBERLAIN HARDWARE CO.
J. Chas. Ross,
Kalamazoo, Mich. Ser'y and Gen'l Mgr.

A Tempest in a Coffee Pot

An Actual Occurrence—How a Short-Sighted Policy Will Drive Trade Away.

THIS is a true story and no attempt will be made to draw any moral therefrom. A moral is a good deal like a tail strapped onto a dog that either didn't have one in the beginning or that had lost one by amputation.

An elderly lady wished to buy a coffee pot for a Christmas present for her daughter. She was going past a hardware store window, when a display of tea pots caught her eye. She immediately reasoned, "They will have coffee

pots, too."

She went inside and made inquiry. A few were shown for her edification with the explanation that the stock was badly picked over, but if she wished to take any of these she could exchange if the style of gift was not pleasing to her daughter. With this distinct understanding she paid \$1.85 for the coffee pot.

There is no denying it was an ugly pot. Its whole personality expressed homeliness, and the married daughter to whom it was presented hastened to make the exchange which had been promised. The new stock wasn't in yet and she was asked to keep the pot and return a

couple of weeks later.

When she arrived, the man with whom she had first talked was not in sight and the proprietor came forward and informed her that the coffee pot had been a special order for her mother in the first place and so exchange was impossible. When she insisted that this was an error, the proprietor proposed that she leave the coffee pot which she had brought for exchange, so that he might take the matter up with the original salesman and straighten the case out.

She left the coffee pot. When she returned some days later to finish the transaction the coffee pot had been lost. At least it could not be found. The store disclaimed all responsibility.

The woman customer pointed out pleasantly that they had taken both her coffee pot and her money, but that side of the case did not seem to make any dent in their business con-

science. Rather indiguant, she departed.

In a short time she purchased a large bill of wire fencing, hardware supplies for the remodeling of a barn into a garage, and other supplies to the extent of hundreds of dollars. Naturally, she didn't go to the "Coffee Pot Store."

Far Reaching Influence

Nor was this all. It so happened that she was the chairman of a house committee of a nearby institution less than two blocks distant. When it was decided to put in a large sized electric washer and laundry equipment to go with it, she advised the committee to go elsewhere because her experience had been that if

there was anything wrong no fair adjustment would be made.

Nor was this all. In the family of this woman were several men folks, all of whom had the building and construction bees buzzing busily in their bonnets. She told them the story of the coffee pot and said:

"As a special favor to me and in justice to yourselves, I urge that you will never buy one penny's worth there unless you absolutely can-

not get what you want anywhere else."

And so when she wanted a new refrigerator, a modern range, a fireless cooker and other equipment, she sought them elsewhere, and being of a social turn of mind, she frequently explained to her friends and neighbors where she gave her trade and why.

It may be that the "Coffee Pot Store" does not know yet what an expensive deal they "put across" when they refused to adjust the matter of the coffee pot honorably. Maybe they do, in a measure at least, but few businesses can afford to prejudice trade in such a stupid

manner.

Away over in the Yellowstone Park is a body of water known as Two Island Pond. As the waters flow out of the basin they divide into two sections upon a small stony hillock. One stream flows westward, gathering other waters as it goes, and empties into the Pacific. The other stream flows eastward, swelling as it crosses the continent, and finally emptying into the Atlantic.

It sometimes takes a small stone indeed to determine which way the tide of business shall flow—whether toward your door or away from it. That's all!

QUESTIONNAIRE ANSWERED.

A gentleman who wanted to obtain a patriotic job in a munitions plant, where they are more or less particular about who they take on, went through the question mill as follows—and got the job:

Q.—Born! A. Yes, once. Q.—Nativity! A.—Baptist.

Q.—Married or single? A.—Have been both.

Q.—Parents alive yet? A.—Not yet.

Q.—Hair! A.—Thin. Q.—Voice! A.—Weak.

Q.—Health? A.—Sometimes.

Q.—Previous experience? A.—No.

Q.—Where? A.—Nowhere. Q.—Business? A.—Very bad.

Q.—Salary expected? A.—More. Q.—Drink? A.—Not in dry states.

Q.—Why do you want job? A.—Wife won't work any more.



Important Information About Priority Goods

We are privileged to quote from a letter written by a Western jobber to a Wyoming retail merchant, who sought information as to the goods that are termed essentials by the Priorities Division of the War Industry Board.

"These goods in their order as are follows: "Class A Priority Certificates.

"Ships.

- "Munitions, military and naval supplies and operations.
- "Food and collateral industries.

"Railroad.

"Under permit of Director of Steel Supply. "Other purposes covered by Administrative Priority Rulings.

"Class B Priority Certificates.

"Aircraft.

"Fuel.

"Clothing.

"Public Utilities.

"Above are all general classifications. The Government is pledging the jobber and the retailer to use their discretion in furnishing any material on hand and confining sales only to purposes that will come under some one of these general heads.

"Here in the West we can practically eliminate everything with the exception of fuel, food and collateral industries and railroads, at some few points there would be military sup-

plies.

"Any building that will assist in increasing

the food supply is essential.

"Andrew Wheeler, Chief of the Bureau of Warehouse Distribution, in answer to various questions, has given the following interpretations, which may be of assistance to you. When asked whether manufacturers or installers of water or lighting systems in country residences, cattle barns and stock yards should classify such work as essential, he says: 'Repairs to systems, even in residences, should be considered essential, and material furnished for cattle barns and stock yards can easily be classified under the heading of food.'

"'Material for supplying water, sewerage and fire service would properly be classed under

public utilities.'

"Asked whether it was obligatory for the jobbers to require the loyalty pledge from all customers, he answered that this was only essential in cases where the customers were retailers and likely to sell the material again, and in this case it is necessary that ultimate use of the material be ascertained.

"Any customer or manufacturer who is engaged in essential operations is not required

to sign any pledge.

"Asked whether jobbers should decline to sell plumbers and steam fitters material which is to be used in new buildings, unless such buildings are an essential part of the war progress, my answer would be that the jobber should use his judgment largely in matters of this kind, and where there is a disposition to conserve steel as much as possible, there would be no objection to selling pipe for this purpose, if the jobber thought the work was of an important nature.

'Moving pictures, soft drink and candy manufacturers are absolutely non-essential industries. Automobile garage, bicycle repair shops, I think should be taken care of as far as ordinary repairs are concerned, but no new ones erected. Brick manufacturers should be considered essential in so far as they furnish supplies for work of national importance.

"You see the Government is placing the responsibility on the retailer to determine whether the reason for which the iron is asked is really essential. Will it help win the war?

That is the question.

"If a man had a good house, which he could get along with all right for the next year or so, but was desirous of building a new home, simply to gratify his desire for a large and more pretentious abode, this certainly should be discouraged and classed as non-essential.

"However, if this same man needed additional barns and sheds to carry on a productive work, such as increasing the food supply, he

should be encouraged to build them.

"The next paragraph in the letter reads: We have turned down people on iron on automobiles, signs, etc. How about smokestacks, gutters, skylights, new furnace work, and every job of work of an essential nature, such as hotel and restaurant work, and does this include sheet tin?

"Pleasure automobiles are undoubtedly a non-essential. Brick contractors would undoubtedly be essential. Signs are non-essential and no iron should be used for them; wood can take their place. Instead of using steel for smokestacks, tile or brick should be substituted, tile or brick cannot be made into bullets or

"Gutters and the metal in skylights would be deemed essentials. New furnace work should be discouraged unless the building for which the new furnace is wanted is strictly an essential purpose building. Ask the question: Will the work to be done and the material to be used help win the war? If so, it is essential; if not, it should be postponed until after the war, or some other item used in its place.

"In regard to sheet tin, I suppose you refer to roofing plates. The manufacture of roofing plates is to be entirely discontinued, they being non-essential and other items can serve the purpose, as for example, prepared roofing or shin-



gles. The Government has ordered the mills to discontinue the manufacture of all roofing plates and will permit the rolling only of coke plates to be used in manufacture of food containers.

"In regard to your question about Mr. Jones' smokestack blowing down, the best thing to do would be to fix it up and replace the old smoke stack; if this was impossible and it was possible to construct a brick stack in its place, do that, the thing is to keep in mind that the amount of galvanized sheets that anybody is going to be able to get will be exceedingly limited, and they want to keep those sheets for absolutely essential purposes, and not use them where some other material will do as well. The same piece of iron that would be used in this smokestack, might be needed for some agricultural implement repair, as on a threshing machine or something of that kind. Or, for example, if the smokestack on a threshing machine engine is burnt out, it certainly would be very essential that steel be secured to make a new stack for that threshing machine engine, because in this case a substitute, such as brick could not be used.

The question as to whether contracts are made, prior to this ruling and since this ruling. The question of the time of the contract has nothing to do with the problem, the question is whether the work on the contract is going to help win the war. The question as to whether it is advisable to turn down new work is in the same class. Is the work essential to winning the war, on which this material and labor is going to be used? If so, figure your job as you have in the past, only be sure to protect yourself on your ability to get the material. Steel shortage is still acute and the priority business for war is all going to be taken care of first, therefore the amount of material that can be secured for even the most desirable projects is very limited.

"Note that you have not enough houses in Cheyenne to house the people there, and that you must have new houses built or the people must leave the town. The question is, are these people engaged in work that is increasing the food supply, or other essentials of winning the war! If so, then they want to stay at Cheyenne and help produce all the food possible and it is up to Cheyenne to build the houses for them.

"If you can secure a copy of P. C. Form No. 22 from the War Industries Board, Priority Division, referring to circular No. 5, I believe it will help you come to your decisions, as you will frequently have to come to decisions that may put you in the position of giving offense to your would-be customers, or temporarily reducing your own income, but I know from the last two fine paragraphs in your letter that your decision will be a just one, and meet with the wishes of the Government in curtailing the use of steel to what you conscientiously believe absolutely essential.

"Would suggest also that you write the War Industries Board for circular No. 4, dated July 1st, P. C. Form No. 17, circular of July 22nd, supplement 1 to above circular No. 4, circular dated July 24th, erroneously referred to as July 29th. This will place before you complete knowledge of the situation as covered by Government issues up to date and will be a handy reference.

"However, I will be glad to keep you advised of any new memorandum that may come to my attention and in which I think you will

be interested."

CAPTAIN EDWARD PHILLIPS KILLED

Captain Edward H. Phillips, E Co. 104th Infantry, for many years an employee of the L. S. Starrett Co., Athol, Mass., was killed in action in France on the 25th of July.

Captain Phillips was an example of the finest type of young American manhood. Last spring he received the croix de guerre from the French Government, and has won his promotion from sergeant, through the successive grades to captain.

The L. S. Starrett Co. has one hundred and twenty-four employees in the military or naval service of the United States and Great Britain.

THERE ARE NO COWARDS "OVER THERE"

That's what we'd call one of our boys who did not do his very best when called to duty, even in the face of death—a physical coward.

Then in the call for dollars in the Fourth Liberty Loan—what will they call those of us over here who are neither prompt or willing to step forward and lend our money in the face of only a possible curtailment of luxury?

(With Apologies to Kipling.)

If you are the girl whose willing hands

Are ready to sew and knit, If you are the girl who'll sacrifice

In order to do your bit,

If you are able to smile and sing When all your friends are away,

If you can take time to write to them

A couple of lines each day,

If you are ready to stand behind, The lines of our men in France.

If you will save every cent you have To purchase War Savings Stamps,

If you can forget your private wants

And give up sweetmeats and jam, If you can do all of these, my friend,

Your're the girl for Uncle Sam.

Be willing—be prompt—be generous—in your subscription to the Fourth Liberty Loan.

MAKING YOUR ADVERTISING PAY DIVIDENDS

What makes an advertisement pull? That is the question that confronts every business man. Some think all that is necessary is to have a good name, be honest and obliging, and sell quality goods. So far, so good—that's fine. But that isn't advertising, only in a very limited way.

Giving High Quality, a Pleasing Service, and reasonable Prices seem to be, to many a business man all there is to a very wide publicity. If you can watch them long enough—they soon fall by the wayside—or become third-class storekeepers. Merchants believe in advertising and try to advertise intelligently, judiciously. Storekeepers do not need to advertise.

Business interests in this country are now spending millions annually in printed advertising — and considerably over a billion dollars in all kinds of publicity. And is it coming back again? It is to the advertiser who handles his advertising thru scientific channels — his advertising being in the hands of a man who knows advertising, where to place it, how and when.

Writing copy and filling a given space in a newspaper is not advertising — not always. Looking at thousands of inches of advertising space in papers here and there, one soon comes to the conclusion that the bulk of retail firms sign a contract, and send in copy, and do their best to fulfill their part of the contract with the publisher,

so he gets his money—but the very part of it which he overlooks, the part that really interests him, is doing good to himself. And there he fails.

Any business house can spend money advertising—but not all business houses can make it pay. Why? They do not employ the proper methods. They look for cheapness. They cut expenses where they should not. They do not spend where they should. They get the cart in front of the horse. They begin at the front door to economize, when they should begin at the back door. Instead of shaving a little here, and a little there, in their program of economizing—they cut the entire "chunk" out at one place. And nine times out of ten they cut it out of advertising.

This "penny wise and pound foolish" panacea keeps on and on. Well, what are we

going to do about it? How are we to change conditions?

First, make an appropriation for advertising, an annual appropriation, not just for six weeks. Too many do this sort of thing and the entire bottom falls out before a fair opportunity is given. Give this amount to one man—a man who knows. If there isn't one in the firm—get one. He will immediately lay out his plans for the year and spend it in mediums to reach the people and bring returns. What you are interested in is RESULTS.

The bulk of this money will go for newspaper space. He may spend some on fences, some on sign boards. He may use the street cars—possibly theatre programs—let that to him, that's his business. Personal letters are

fine—if the follow-up system is used. Other methods may be necessary—the business, the trade, and his judgment will decide that. But he must use the newspaper—and some very successful advertisers use no other method.

Now, Mr. Advertising Man, when he starts his copy isn't going to build his appeal around two or three smart sentences. He will not use puns and epigrams. He will not talk about how honest the house is and how long the firm has been in business—and "skinned" nobody yet.

He will use ordinary American language, that is understandable—just human, that is all. He will talk about one thing at a time and point out to the reader why he should have it—if he hasn't. He will

reason. He may appeal. He may be conservative, if that is the reputation of the firm—or he may be humorous. He can argue his goods into the hearts of his readers, but he must not be bombastic. If he is colloquial and has a winning way, he will win. That's the John Wanamaker road to success.

Descriptive talks with "reasons why" are used to advantage. If he leans to dialog, or it may be monolog, either may be advantageously used. An educational talk, that is educational, is always sure to bring results. Use the method that shows you the greatest merit and the best returns. First of all—be sincere.

So many in writing an ad, or a letter, try to do something they can't accomplish—"put it on," if you will—or try to imitate the other fellow, and get stuck. Do not try to "copy" any other fellow, no matter how popular he



JOHN DILLON
Advertising Manager Pasadena Hardware Co.

is. Just use your own language, say it in your own way—and by all means, do not say too much. Make your point—then quit. It is well to leave a question in the mind of the reader, many times. If the advertisement created an interest and brought people to the store to ask questions—you accomplished your object.

Give your advertising a tune and a tone of voice that cannot be mistaken—and that is heard in every home. When you get the people to read your advertisements regularly, and they interest them—when you get the populace to talking about your store, you are on the road to getting returns from the money you expended on publicity.

chaca on publicity.

OUR COUNTRY AND OUR BOYS

Those are among the great issues at stake

in the Fourth Liberty Loan.

What do we care about the security, interest and safety of our dollars—when Nation and lives depend upon our overwhelming subscription to the Fourth Liberty Loan?

Any bank or the local Liberty Loan Committee will be glad to give you further information

and accept your application.

Lend your money as freely as those boys are offering their lives.

IN MEMORIAM

(By Robert Louis Stevenson)

Yet, O stricken heart, remember, O remember.

How to human days he lived the better

April came to bloom and never dim December

Breathed its killing chills upon the head or heart.

Doomed to know not Winter, only Spring, a being

Trod the flowery April blithely for awhile, Took his fill of music, joy of thought and seeing,

Came and stayed and went, nor ever ceased to smile.

Came and stayed and went, and now when all is finished,

You alone have crossed the melancholy stream

Yours the pang, but his, O his, the undiminished

Undecaying gladness, undeparted dream.

All that life contains of torture, toil and treason,

Shame, dishonor, death, to him were but a

Here, a youth, he dwelt through all the singing season

And ere the day of sorrow departed as he came.

ALUMINUM ONCE A RARE MATERIAL

With coffee pots, tea kettles and other cooking utensils of aluminum found in more than half the kitchens of the land, it is hard to believe that aluminum was once regarded as a rare metal and at one time sold for as high a price as \$12 a pound.

Such is the case, however, according to statistics recently compiled by the National

City Bank of New York.

"Only an enormous increase in aluminum production, resulting in a great decrease in aluminum prices, has made possible the present widespread use of aluminum for cooking utensils," said George Vits, president of the Aluminum Goods Manufacturing Company of Manitowoc, Wis., makers of aluminum products that bear the Mirro trademark.

"It was only as far back as 1870 that aluminum sold at \$12.00 a pound. The price had dropped to \$2 a pound by 1889. In the next quarter century, a twenty-fold increase in the world's output brought the price down to 20 cents a pound at the outbreak of the European war, or 12 cents cheaper than the price fixed by President Wilson's recent order.

"The production of Aluminum in the United States has grown from 60,000 pounds in 1890 to 7,000,000 pounds in 1900, 48,000,000 pounds in 1910, 100,000,000 pounds in 1915, 140,000,000 pounds in 1916, and approximately 180,000,000 pounds in 1917, when this country was produc-

ing half of the world's output.

"The value of this aluminum, which amounted to about \$2,000,000 in 1900, was \$16,000,000 in 1915 and approximately \$46,000,000 in 1917. Exports of aluminum from the United

States have grown from \$1,047,000 in 1914 to \$20,300,000 in 1917.

"World aluminum production figures for 1916 show that the United States supplied 62,000 of the 140,000-ton output, the remainder being divided as follows:

"France, 20,000 tons; Norway, 16,000 tons; Canada, 8,000 tons; Switzerland, 20,000 tons; and Great Britain, from 4,000 to 12,000 tons.

"It is interesting to note that in the last two decades, aluminum production throughout the world has increased twenty-fold, while the output of tin has not even doubled, the comparative statistics being as follows:

Aluminum72,000 tons 135,000 tons 117,500 tons 117,500 tons

"These figures reflect the increased popularity of aluminum cooking utensils, which have replaced the tin pots and pans of other days when the average housewife did not give as much thought to kitchen refinement and efficiency as now."

No great man needs a brass band to herald his coming.





AUTO EMPLOYS 830,000

Remarkably interesting statistics are to be found in a pamphlet entitled "Wonders of the Automobile Industry," just issued by the National Automobile Chamber of Commerce.

It is shown that the number of employes in the industry is 830,000, and that they and their dependents would populate the city of Chicago, or Philadelphia. Boston and St. Louis combined, or any one of 12 states, or of 7 states combined.

The wages paid annually, \$747,000,000, are approximately equal to all the gold in circulation in this country. The capital employed, \$1,297,000,000, is greater by \$250,000,000 than that of the national banks. The number of passenger miles by automobile is not less than 10,000,000,000 greater per year than that of the railroads. The seating capacity of automobiles is 25,000,000 persons, compared with 3,500,000 for the railroad cars.

SOLILOQUY OF A MODERN MACBETH

Is this an "auto tube," I see before me, The valve stem toward my hand? Come, let me clutch thee-I have thee not, and yet I see thee still. Art thou not, fatal vision, Sensible to feeling as to sight? Did I not pay two dollars For thy service and dost thou fail me? Art thou but a tube of the mind, a false creation Proceeding from the heat-oppressed brain, And mingling with the heat-oppressed casing Which o'ershadows thee? I see thee yet in form as palpable As the "Heavy Tourist" which I hold. I see thee still, and on thy flabby carcass, Rents of nails and tacks. Whilst thine enemy, the air, Has torn thee asunder, and o'erpowered that Which was guaranteed to be of service. Out, damned hoax; avaunt, unholy apparition! Thy day for me is done. I rue the lost two dollars, but no more, By gad, will I be so contaminated!

CONCENTRATION IS ECONOMY

Concentration is a method of economy. It eliminates waste of energy and assures efficiency of effort. Co-operation is only a form of concentration, combining and condensing into concrete form many individual forces. This makes for strength, power, direct effort and correct application.

The separate strands of a piece of rope have little strength; combined, their strength is multiplied a thousand fold. This is simply concentrated force. Many a "smart" man is gifted with a scattering knowledge of a broad variety of subject and this scattered knowledge proves his undoing. Far better for him to concentrate on one subject and win success.

Concentration is especially desirable in business. The successful business man cannot afford to scatter his energy, time and money in several enterprises. One successful business is sufficient to demand his undivided, concentrated attention. Every man is peculiarly adapted to some particular calling. It is often difficult to find it and this accounts for much waste in scattered effort.

However, there is an end to every search and when the goal is reached, as it must finally be, concentration must be applied and success is assured. To bring the best returns from energy expended, waste must be eliminated and economy of effort practiced. Economy is the guardian of profit and the indicator of success, and concentration in any line Means Economy.

To be successful two things are essential—dollars and cents.

A promising customer may be all right but a paying one is better.

When you hire a man to carry out your ideas in your way, you are justified in interfering. But when you hire a man because he is a specialist, because he knows more about his specialty than you do, give him a chance to prove up.

Century-Plainfield TIRES Century-Plainfield

6,000 Miles

Highest quality rubber plus highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are *merit* tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

Be a Century-Plainfield User Be a Century-Plainfield Dealer

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO. SAN FRANCISCO

J. B. WOOD TIRE CO. 927 SO, HILL ST., LOS ANGELES

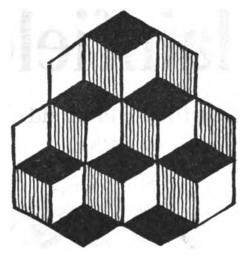
R. M. WADE & CO. PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse 430 Golden Gate Avenue SAN FRANCISCO

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." FACTORIES, PLAINFIELD, N. J.



"RHYTHM OF ATTENTION"

Look attentively at the above figure, noting the number and the position of the blocks. As you continue to gaze fixedly at the figure it will be observed that it is unstable—now there are seven cubes, but as you look at it the thing suddenly shifts—now there are only six cubes, as you continue to look the positions shift again and again. Observe that you cannot hold one of the arrangements in your attention for more than six or eight seconds.

Everything we try to attend to behaves in just this way, because of what the psychologist calls the "rhythm of attention." Our attention is like a bird perching on a bough, which cannot remain for long at the same point but must hop about from point to point.

Now certain kinds of things are particularly strong in attracting attention at these weak points in its rhythm. Such things, as moving objects, colors, changing things, persons, and new things have special attention power of this kind.

"OLD MAN FRICTION"

"No matter what kind of a car you drive, how many passengers it holds, or where or when you drive, there's an extra passenger along with you," says a garage man. It's old man Friction. You can't see him,

but you can notice the effect of his sly, damaging tactics. He runs up your gasoline and repair bills and wears out your car a lot quicker

as long as he has his own way.

Friction must be eliminated by the use of a good lubricant, and I have found the graphite lubricants manufactured by the Dixon company most effective. The selected flake graphite in the grease forms an unusually long-wearing coating that keeps the metal contact surfaces from the rasping grind that wears away the parts. Graphite is especially good for cars used to traveling a hilly country.'

PATRIOTISM ABOVE PROFITS

Editor HARDWARE WORLD:

We believe now is the time when all merchants, both retail and wholesale, should put their patriotism above their profits and respect every ruling of the War Industry Board.

We have for some time past been carrying on a educational campaign with the garage men and others interested in the automotive parts and equipment business in an effort to correct the small order evil, and while we have not relinquished our efforts in this respect, we have very carefully weighed the importance of the problem which is confronting the Government now in the shortage of steel and have requested all of our customers to buy metal base products only in such quantities as will meet with their immediate requirements, and by no means to purchase futures of that character of goods at this time.

More than ever we are urging our customers to exercise the greatest care in placing their orders, in order to eliminate to the very minimum the amount of returned goods. This is an item which adds very materially to the overhead cost of handling for both retailer and jobber, thereby reducing the margin of profit.

We are also strongly urging and encouraging the "get your business nearer to a cash basis" idea, as recommended by the Economy Board of the Counsel of National Defense. All merchants, both retail and wholesale, must remember that the first and great business of the nation today is the business of winning the war. The sooner this task is accomplished the sooner will we return to conditions somewhat resembling normal.

Yours very truly, McCOY MOTOR SUPPLY CO. Los Angeles, Cal. M. H. Whipple, Mgr.

THE LANDS BEHIND THE LOAN

No longer is security, interest or safety a question at issue in the subscription to Liberty Bonds.

We have the Nation and its 250 billion dollars in resources as collateral. We know the interest rate of 41/4% is substantial. We know they are as safe as safety itself.

Above and beyond all else—it means backing the boys "over there."

So let the question be how much shall I subscribe to the Fourth Liberty Loan?

Some advertisements read as if the writer had forgotten what he had to sell.

Advertising is not a gamble; the fellow who tries to do business without it is taking all the chances.





TIRE SUGGESTIONS TO TELL YOUR CUSTOMERS

It is generally known among motorists that cord tires are built to withstand a great deal of wear and tear and even to take a large measure of undeserved punishment—and despite severe use, to deliver satisfactory service and mileage. But just as a big, robust man takes his good health as a matter of course and grows over confident and careless, cord tire users often abuse and neglect their tires because they have been getting such good results with so little attention to them.

But everything has its limit of endurance—and cord tires along with other things. And while a motorist may misuse his tires and yet obtain a fairly satisfactory service from them, he obviously is not getting their full quota of inbuilt mileage. And in these days when, in the interest of economy and conservation every tire should be made to run out its last possible mile, the motorist who is wasting a portion of the life of his tires, is not doing his full duty.

According to G. E. Brunner, fully 40 per cent of the new cord tires that have been sold by that company's service stations in the last few months, to replace worn out cords, have replaced tires that went out of commission prematurely because of improper care and neglect. And almost invariably the untimely demise of the tire could be traced to the lack of proper

air pressure.

"Because of the larger air capacity in cord tires and their greater flexibility and more durable construction, we have advocated inflation pressures for cord tires 10 per cent lower than for fabric tires," says Mr. Brunner. "But motorists, encouraged by the good service received, have been revising our inflation schedules downward and becoming careless about proper inflation. A recent investigation which we made showed that many cord tire users were carrying only about half the recommended air pressure. And yet the great majority of these motorists were obtaining what to them was very satisfactory service.

"But in these days, when every cubic foot of shipping space on our ocean liners is almost priceless, every pound of rubber should be made to do its full duty and every tire should be made to deliver its full measure of miles. Cord tires have a 10 per cent larger air capacity than the same size in fabric tires, so the factor of safety in air pressure for cord tires we place at 10 per cent. And whenever a motorist runs his tires at a less pressure than our recommendation, he pays for his greater ease of riding with a portion of the life of his tire.

"The use of cord tires is increasing rapidly and will continue to do so, because of their easy riding qualities and the increased mileage they deliver. But sufficient attention must be

they deliver. But sufficient attention must be paid to the maintenance of proper air pressures

if they are to be permitted to run out their full life. The layers of rubber between the plies of cord are heavy—so heavy that the tires will hold up under a tremendous amount of punishment—but they have a limit, and whenever that limit is reached the motorist pays for his experience with mileage that is lopped off his tires."

SHAKESPEARE ON CUTTING PRICES (Apologies to Hamlet)

To cut, or not to cut—that is the question:

Whether 'tis not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut, end it
To cut—and by cutting put the other cutter
out of business—'tis a consummation
Devoutly to be wished. To cut—to slash!
Perchance myself to get it in the neck—
Aye, there's the rub; for when one starts to

The other fellow's price, 'tis like as not He's up against it good and hard.

To cut and to slash is not to end the confusion And the many evils the trade is pestered with.

Nay, nay, Pauline—'tis but the forerunner Of debt and mortgage such a course portends.

'Tis well to get the price the goods are worth And not be bluffed into selling them for what So-and-So will sell his goods for.

So-and-So will sell his goods for.

Price cutting doth appear unseemly

And fit only for the man who knows not What his goods are worth, and who ere long,

By stress of making vain comparison Twixt bank account and liabilities, Will make his exit from the business.

ALL COPYWRITERS SHOULD PASTE THIS ONE

The advertiser should know as much as he may about the varieties of type. The following are few in common use. (Point System.)

tem in common ase	. (1 oldt System.)
5 points Pearl	15 lines to inch
5½ points Agate	14 lines to inch
6 points Nonpareil	12 lines to inch
7 points Minion	10 lines to inch
8 points Brevier	9 lines to inch
9 points Bourgeois	8 lines to inch
10 points Long Prim	er 71/2 lines to inch
11 points Small Pica	7 lines to inch
	6 lines to inch
14 points English	5 lines to inch
16 points Columbian	4½ lines to inch

A "point" is 1-72 of an inch.

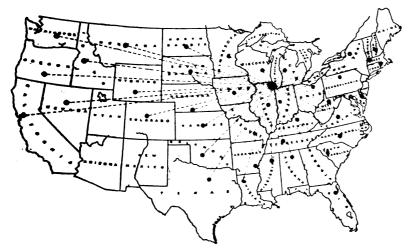
In laying-out a small ad it pays to count the letters comprising the copy; also the punctuation and spaces between words. This gives quantity of space required. Save time by study of the matter before it is "set up."

18 points Gt. Primer 4 lines to inch



A Response Nationwide Has Greeted The Uniform Tire

Get Control of the Sales in Your Locality



ISTRIBUTORS, dealers and motorists furnished the 25,349 answers on which the case of Miller Uniform Tires is conclusively proved. Hardware men furnished approximately 10 per cent of these answers. "From your own side of the counter" comes the endorsement of the Miller proposition to aggressive men who want to build a thriving tire business that they can control.

These vital facts and figures were procured in a nationwide survey of the experiences of tire dealers in nearly every state—

not only dealers handling Miller Tires, but also men who sell the rival makes.

These records show the sensational popularity of Miller Uniform Tires—and the reasons. They reveal the numerous advantages to the dealer who is granted this exclusive agency.

Motorists who want Uniform Tires cannot distribute their trade among cut-price dealers—the Miller dealer gets it because he is the only man in his locality to whom we supply these tires.

Miller Tires—Geared-to-the-Road—are Uniform Tires built to a championship standard. For we discovered that to build tires uniform the handwork must be uniform.



Miller dealers form a crack organization. They are mostly men alive to the new day changes in the tire business and the auto-motive industry. They are men who are making steady gains by selling Miller Uniform Tires.

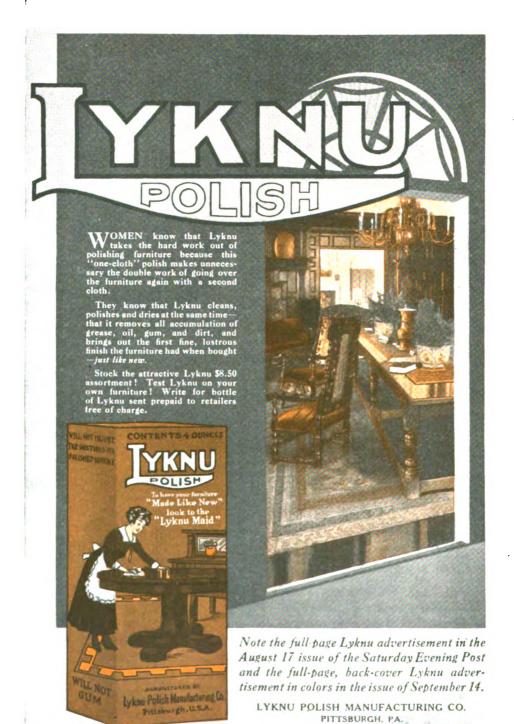
Hardware dealers will be interested in the Miller plan. Write us for it at once.

The Miller Rubber Company

Dept. A-47, Akron, Ohio

Makers of Red and Gray Inner Tubes the Team-Mates of Uniform Tires





NOT OVER SIX MONTHS' ADVANCE SUPPLY

Editor HARDWARE WORLD:

It is our belief that retailers should not buy to cover their needs more than six months in advance. If some merchants load too heavy, it is going to mean that others will not have sufficient merchandise to sell, whereas if it is distributed evenly, we believe there is going to be enough to go around without any real shortage. Yours truly,

TUNGSTEN MFG. CO.

Marshalltown, Iowa. H. E. Woodward, Sales Mgr.

HIRING A SALESMAN WHO DOES NOT WORK TO BEST ADVANTAGE

If you hired a salesman who did not make any sales, you would be losing money if you continued to pay his salary. How about your show windows? You are paying for the use of them, and if you are not making them sell goods for you, you are depriving your business of much of its profits.

One of the arts of displaying merchandise in a window is to arrange it so that the display will get more than one glance from the passerby. Out of all the windows that line up your business street, few, if any, are so made up that they will arrest a person's attention. The average store front is little more than keeping out snow and rain. Why not make your window different? Why not arrange it so it will attract the passers by?

Window advertising has come to be recognized as one of the greatest profit producing forces for the retail merchant. Use it in your business to increase your accessory sales. It is the kind of advertising that reaches the public when it is in a receptive mood to buy. Many sales have been made because of a window display that actually drew people into the store

to buy.

COLORADO CONVENTION

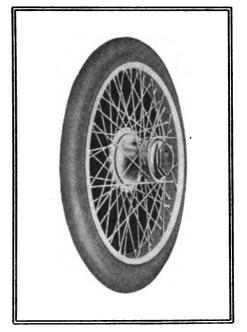
The annual convention of the Mountain States Hardware and Implement Association will be held on the ninth floor of the Brown Palace Hotel, in Denver, Colorado, January 21st, 22nd and 23rd. An exhibit will be held in connection. Owing to limited exhibiting space, exhibitors should apply for same at once.

For further particulars address W. W. Mc-

Allister, Boulder, Colorado.

The Escondido Hardware Co., Escondido, Cal., report a very satisfactory season's trade, and see no reason why business should not continue to be very brisk with them throughout the year.

The Huntington Beach Hardware Co., Huntington Beach, Cal., are erecting a new building, which will be occupied as soon as completed.



PASCO W heels

are worthy of your car. Not alone will its appearance be improved. increased riding-ease, the gasoline and tire-saving, and the greater wheel-safety will more than compensate for the initial cost.

An improved tangent method of spoke - lacing, an indestructible hub cap, and an ingenious safety locking device have brought dealers and public alike to realize that PASCO wire wheels are a bit out of the ordinary.

It will pay you to investigate the facts for yourself.

> **DEALERS:** Write for our attractive sales-plan

NATIONAL WIRE WHEEL WORKS, Inc.

Dept. H. Geneva, N.Y.

Service Stations in the principal centers.

CHAIRMAN FEDERAL TRADE COMMISSION ADVISES BUSINESS MEN TO CONTINUE ADVERTISING

A rumor persists that the Government ordered a curtailment of advertising in periodicals.

THIS IS NOT TRUE. We are privileged to quote the recent statement of Hon. W. B. Colver, chairman of the Federal Trade Commission, on this subject:

"Discontinuance of even sharp curtailment of advertising because of temporary war conditions, would seem to imperil the most valuable asset that any business has—namely, its good will.

"No more faulty logic can be found than that which would imperil a manufacturer or jobber to cease building for the future by means of advertising, simply because the output of his factory is, for the time being, restricted; or because diversion of his facilities to war work has operated to withhold his goods from accustomed markets. In modern business there can be no sufficient-unto-the-day policy.

"In advertising the business man has built up the intangible or spiritual side of his business, if such it may be designated, as distinct from the material side. It is the spiritual side as represented by the good will that is slower of growth and that is the more seriously jeopardized by neglect—neglect which could take no more disastrous form than an interruption to advertising.

"Good will, in my estimation, is far more valuable than the physical property with which it is linked.

"The manufacturer who has converted his factory war work and has therefore interrupted the production of his original line, does not tear down and discard his expensive machinery to save the insurance premiums or other similar expenses. It would be just as sensible for a manufacturer whose commercial integrity is founded upon advertising to abandon his advertising campaign in order to save the carrying charge upon his greatest asset, good will.

"They told me when I was a youngster that "even the Lord can't make a two-year-old calf in a minute." Big advertising spreads after the war will meet equally big spreads.

"Business will bid for public attention and interest on a bull market. The purpose will be to put a punch in good-will which has gone flabby. The man who goes into that contest with a public attention and interest which he has never allowed to relax will go in with his good will trained to the minute.

"He will win."

Advertising is teaching—and the more we teach the more we learn.

BUSINESS GOOD AND OPTIMISTIC

Editor HARDWARE WORLD:

As far as business and trade conditions for the first eight months of this year are concerned, they have been more than satisfactory. Not only the domestic business has been larger than usual, but the export business has shown a decided increase.

As to the future, that is a matter of considerable moment to us at the present writing. In order to win the war the Government has found it necessary to place certain restrictions around the movement of certain lines, articles manufactured of steel and iron in particular, and how tight the lines will be drawn on the resale of this merchandise will determine very largely whether or not business in the future will be better or worse.

We have recommended to our dealers that they stock as much staple merchandise as their financial condition will permit, bearing in mind the effect that the new draft will have, as well as the reduction in the number of cars which will be produced from now on.

We are as optimistic as we possibly can be as to the future and realize that the one big job which must have preferred attention at the present time is winning the war.

> Very truly yours, CHANSLOR & LYON COMPANY.

San Francisco, Cal.

J. M. Carpenter, Purchasing Agent.

HAMP WILLIAMS DRAWS SALARY AS A FEDERAL OFFICIAL

Hamp Williams, Hot Springs, Arkansas, is one of the biggest and busiest men in the South, one who is always in demand when anything needs to be done well, and was recently paid the amount of his salary in a lump sum for a year as Food Administrator of Arkansas.

To properly commemorate the event a number of Mr. Williams' friends—among whom was Grover T. Owens, Food Administrator of Pulaski County, who, by the way, is secretary of the Arkansas Retail Hardware Association—arranged a banquet. Mr. Williams received the sum of \$1.00 for his year's services, but the work was so satisfactory he has been reappointed.

It takes years of study and close observation to know the tastes and requirements of the public. The man who keeps his eyes and ears open has the best chance for success.

William G. Williamson, for nine years wholesale representative for the Nott-Atwater Co., and also interested in a retail business at IIo, Idaho, passed away recently. He was a native of Ohio and went West 10 years ago. He is survived by a wife, one son and two daughters. His friends were many, and he will be sadly missed by all who knew him.



The Actual Performance of

SIAR Hand TRES

A true index to the value of a tire is found in repeat sales. When a car-owner discovers a good tire he re-orders and he enthusiastically tells his friends of the excess mileage and freedom from trouble that he is enjoying.

Dealers find the demand increasing and they send in their orders to the distributor, who thus knows, beyond doubt, whether or not a tire is dependably, consistently good.

We offered Star Hand Made Tires to our trade and the volume of selling has entirely over-topped our expectations. We are more satisfied than ever that here is a product that we can heartily recommend to automobile owners and to the trade.

Star Tires are hand-made of the highest grade materials it is possible to get. Star Tires have an extra ply of fabric; extra heavy pure rubber cushion extending clear to the beads; extra wide breaker strip; extra heavy side walls of toughened rubber; unusually thick, tough and resilient tread.

This is the kind of tire car-owners want and we have an interesting exclusive proposition for dealers where Star Hand Made Tires are not now represented. There are wholesale distributors at all large points west of the Mississippi—if your distributor is not listed here, wire or write direct to

The Star Rubber Co.

1064 Crozier Street, Akron, Ohio

MINNEAPOLIS
Minneapolis Iron Store Co.

OMAHA
Lee-Coit-Andreesen Hardware Co.
ABILENE, TEXAS
J. M. Radford Co.
PUEBLO, COLO.
Holmes Hardware Co.
SAN FRANCISCO
Waterhouse & Lester Co.
KANSAS CITY, MO.
Fowler-Martin Tire & Repair Co.
JOPLIN, MO.
Star Tire Service Co.

STAR HAND-MADE TIRES ENID, OKLA.
Enid Rubber Co.
LOS ANGELES
Waterhouse & Lester
Co.
OAKLAND
Waterhouse & Lester
Co.
SEATTLE, WASH.
Whiton Hardware Co.









A. D. McMULLEN, President

V. A. CULVER, Director

GEORGE G. HANSEN, Purchasing Agen

A TRIO OF PROMINENT AUTO ACCESSORY MEN

Reference was made in our issue a few months ago, of the establishment of the Motor Mercantile Company, of Salt Lake City, Utah, with a capital stock of \$200,000, handling exclusively auto accessories, at wholesale only.

A. D. McMullen, president of the institution, has long been identified with the trade of the Intermountain country, and enjoys a wide acquaintance, not only among manufacturers and dealers, but among garage and automobile owners.

Actively associated with him, as director, is V. A. Culver. Mr. Culver is a native of Nebraska, graduating from the University of Lincoln and entering the employ of the Strevell-Paterson Hardware Co., of Salt Lake City, with whom he was identified for many years. He severed his connection with them to become interested in the Motor Mercantile Company.

George G. Hansen, purchasing agent, is likewise a successful accessory man, starting some 14 or 15 years ago with the Pope Mfg. Company. He was connected with Chanslor & Lyon Co., of San Francisco, for eight years as buyer, resigning his position to become purchasing agent for the Motor Mercantile Company.

In every way the Motor Mercantile Company are one of the best equipped institutions of the kind in the West.

Photo of building they occupy is shown herewith.

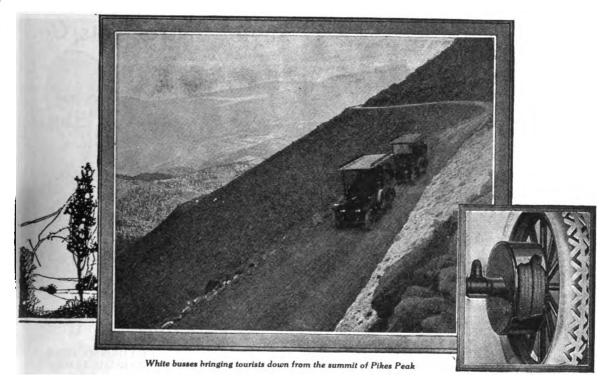
Every convenience and facility is at hand for the economical handling and distribution of accessories. They have been accorded splendid support since their establishment, some months ago, and the outlook is most excellent for the future.

There had been a railway collision near a country town in Virginia, and a shrewd lawyer had hurried from Richmond to the scene of the disaster. He noticed an old colored man with a badly injured head, and hurried up to him where he lay moaning on the ground.

"How about damages?" began the lawyer.
"G'way, boss, g'way," he said. "I never hit de train. I never done sich a thing in all mah life, so help me Gawd! Yo' can't git no damages outen me."







The most popular mountain climb in the United States

HE summit of Pikes Peak sees more visitors each year than any other real mountain in the United States. With the aid of the cograilway and automobiles, it is estimated that 44,000 people reach the top. Each year more and more people are making the climb by motor car. Last year the Pikes Peak Automobile Company, which operates a fleet of White Motor busses up the mountain, carried 7000 people.

To insure the safety of so many passengers up

and down the steep grades of the mountain, it is of vital importance that the brakes on these motor busses shall be absolutely dependable. Even the slightest slip might result in a most disastrous accident.

How the tourists are protected

Like so many other companies facing the same kind of problem, the manufacturers and the company operating these White busses have standardized on Thermoid Brake Lining to protect the lives of their passengers.

After thorough tests they decided that Thermoid gave long and more dependable service for three reasons:

1st — Contains 40% more material and % more labor than ordinary woven brake ing. This gives long wear.

2nd — It is Grapuslized, a special exclusive process which enables Thermoid to resist moisture, oil and gasoline. 3rd — Thermoid is Hydraulic Compressed. It wears down slowly and can be used until cardboard thin.

The brake lining that meets the exacting test of mountain roads is surely the brake lining for you to recommend. Thermoid will give your customers lasting satis-

New campaign to help your business

This month we are starting our fall campaign to impress on your customers the need of having their brakes relined after the summer's wear. Tie up with this campaign and increase your fall relining business.

Remember, every foot of Thermoid that you install is backed by our guarantee Thermoid will make good—or WE WILL. Thermoid Brake Inspection

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

Factory Branches Chicago San Francisco Philadelphia Pittsburgh London Turin Paris

Canadian Distributors The Canadian Fairbanks-Morse Company, Limited
Montreal

Branches in all principal Canadian cities

				stop	
10 n	niles	per	hr.	9.2	A.
15	**	**	**	20.8	"
20	"	"	**	37	"
25	**	"	"	58	"
30	"	"	"	83.3	**
35	**	**	**	104	"

Chart

At speed of

40

Will your car do this?

148

231







Makers of "Thermoid Crolide Compound Casings" and "Thermoid Hardy Universal Joints"

RETAIL MERCHANTS FORTUNATE TO SECURE STOCK

Editor Hardware World:

The only class of goods sold by retail hardware merchants that we feel qualified to talk about with any degree of certainty is automobile tires and inner tubes.

The policy to be followed by retail merchants in purchasing tires will be governed almost entirely by the manufacturers, who can not definitely decide what their own policy will be until new instructions are received from the War Trade Board. If sufficient tires and tubes are available during the winter, retail merchants should stock early to the extent of their conservative requirements during the spring. It now appears, however, that there will be no surplus stock available during the winter months, and that retail merchants will only be permitted to buy for their current requirements.

It is our opinion that any retail merchant who can procure a full stock of staple goods of any kind during the war is indeed fortunate, for it is the history of all wars that goods are increasingly valuable during the progress of such wars and for a considerable period after peace has been declared.

With the full knowledge of this principle, it is much easier for retail merchants to determine their policy in times of war than in times of peace, when the rise and fall of the

market is quite uncertain.

In brief, we believe that retail merchants should follow a policy of buying to the full extent of their anticipated requirements while the war is in progress and for about two years after peace has been declared. They should then reduce their stock to the lowest possible minimum in anticipation of a falling market and lower prices.

Yours very truly, CENTURY-PLAINFIELD TIRE COMPANY, Plainfield, N. J. B. F. Wulff, Sales Mgr.

WE'RE ORDERED OVER THE TOP

"Storm the German trenches even unto the gates of the Kaiser's palace with Fourth Liberty Bonds."

That's the order we "behind the battleline"

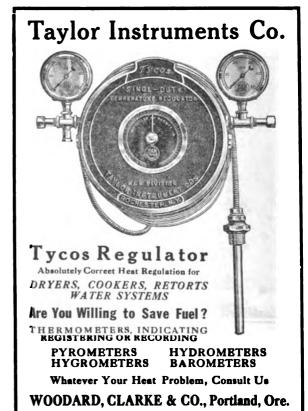
fighters have received.

Shall we hesitate? Shall we delay? Shall we be half-hearted in our attempt? Shall we fail?

No! A thousand times no! When we have those boys of ours depending for their very lives upon us!

If that is your sentiment, too—forward and volunteer your subscription to any bank or the local Liberty Loan Committee.

Advertising pays, but not in advance.



The Kutner Goldstein Co. recently suffered a loss by fire of \$250,000. The Kutner Goldstein Co. are one of the largest retail distributors on the Pacific Coast, handling a line of general merchandise, including hardware, automobile accessories, paints, varnishes, implements, they being large distributors of these products.

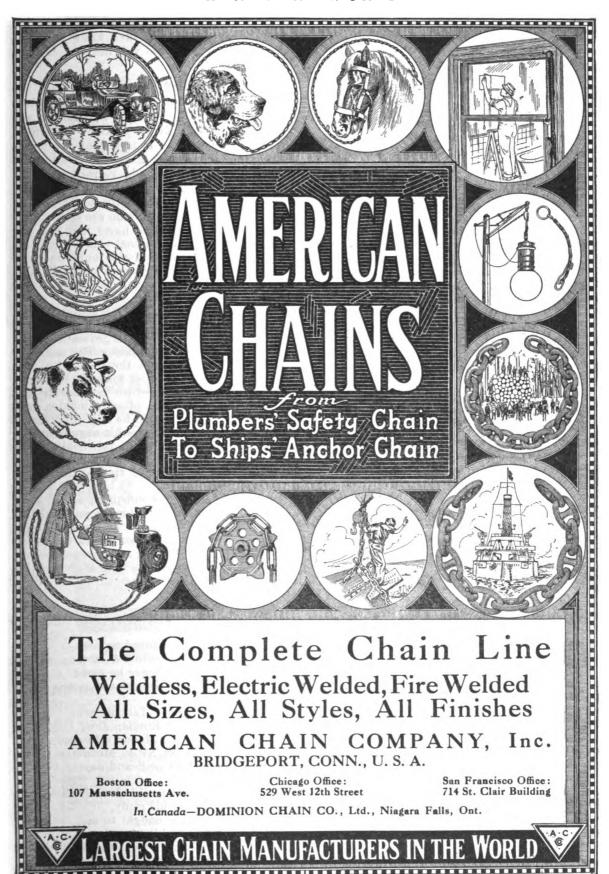
A bin full of coal is much better than a might have been full bin.

Old Timer-" 'Twould be a bad thing for the town if Old Bill ever quit drinking.

Newcomer—"How's that?"
Old Timer—"Yep, there ain't a more convincing talker anywhere than Old Bill and every time he gets drunk and sobered up again he gets somebody to sign the pledge—and the other fellow most always keeps his.







WHY CUT-PRICES ARE HURTFUL

If we hope to increase our sales with the cut-price system, then we will find that the remedy is worse than the disease and the efforts are harder to counteract than were the causes that seemed to make them possible. Don't go upon the idea that by cutting prices you are going to make your business grow. This is like cutting off the tree at the root and expecting it to continue to grow as it was previous to this operation. You are taking the life blood from your business, and we all know what the results of this operation means to the life of anything.

When business loses some of its accustomed vigor and the sales are less active, seek the real cause therefor, and then apply the remedy. It is a mistake to presume that you are going to stimulate sales to any great degree by the cutprice route. This is one of the pitfalls that every harness man should avoid. Business is not always going to be good. It is not always going to have that same life and hustle that you would like to see. But there is a way of stimulating this at times in a legitimate manner that can make your store a more popular place and at the same time insure you a profit.

What Are You Doing to Arouse an Interest in Your Business?

What attempt are you making to seek the customers' attention, and how are you drawing them to your store? If you never make more than a commonplace move, you can hardly hope for more than a like return for the amount of energy expended. First, you want to make everyone who enters your store feel that he has a friend in you. You want to win and retain his confidence. This can be best secured by fair dealing. No other plan will ever pay you.

This begets confidence, and it goes a long way towards keeping the friends you have made. Then, to still make this a stronger element in your industry, have a one-price store. That is, do not seek to sell to one man at one price and to another at a different price. This is soon a matter that the public becomes aware of, and your name will not be improved thereby. The one-price house is the house that can give all customers the same fair treatment. There are no favorites and no specials to offer to the best customers in preference to the occasional one.

Mark your merchandise in plain figures. Sustain the prices so as to insure you a fair profit. You cannot hope to progress with the cut-price system, and you will never succeed with this plan in mind. It is contrary to good ethics. If there are times when you feel that it is wise to have a clean-up sale, and in this way to dispose of some of your surplus stock or some of the stock that has become shop-worn and that is becoming a burden, then make this a feature

and mark it in plain figures in a way that will attract. The public will then know that you are making a special and will not look for cutprices on other lines.

Advertise Your Stock

Advertise your lines and make this feature a very striking one. You will find that it will be a paying one. Every retailer can afford and should advertise. It is one of the means whereby he can increase his sales. But in this form of publicity he should refrain from the cut-price idea. You get the name of a cut-price man, and you can never cater to the better class of trade. The people who are seeking the bargains are the ones who never come to buy others, except as an occasional want. They are not the kind of trade that will build up your business; and the small margin of profit that you can make in this way is not sufficient to insure you anything worth while.

Be eager to show your merchandise. Be agreeable and be polite and be on the alert, and you will not have to offer cut prices as an inducement to increase your sales. The man who cuts prices is many times the man who feels that he must do this in order to retain his trade. He admits that his competitor is a better man than he, and the public often coincides with him in this view. How can he hope to compete with the live man who bases his arguments for sales on quality, salesmanship, fair dealing, and kindred helps? How can the public be given that same assurance that he, the cut-price man, is really on the square?

Steer away from the cut-price idea. Hold aloof from the plan that will make you feel that business is builded with this as a real foundation for success. The only sure road to success lies with the honor method, and this can be had more easily with the maintaining of prices that will insure a fair percentage of profit on all sales.

JUST AMERICAN.

Just today we chanced to meet— Down upon the crowded street; And I wonder whence he came, What was once his nation's name.

So I asked him, "Tell me true, Are you Pole or Russian Jew, English, Scotch, Italian, Russian, Belgian, Spanish, Swiss, Moravian, Dutch or Greek or Scandinavian."

Then he raised his head on high, As he gave me his reply, "What I was is naught to me, In this land of Liberty, In my soul as man to man, I am just American"

EFFICIENCY

Every Manufacturer in the World

The ROSE

STRIVES TO PRODUCE AN ARTICLE THAT IS MORE EFFICIENT



TIRE PUMP EFFICIENCY

Has Been Attained in

The Rose Tire Pump

You and Your Customers Cannot Afford to be Without Them

J. H. HANEY & CO., Manufacturers, Hastings, Neb.

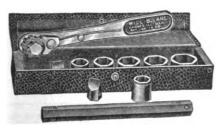
ROSE TIRE PUMPS

ROSE GREASE GUNS

ROSE FAN BELTS

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type

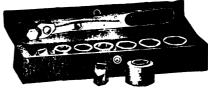


Pord Set

No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Ford Set Contains:

1 handle 7 in. in length.
2 Screw-driver bits.
1 Extension bar 7 in. in length.
Six sockets to fit all nuts and bolt heads en Ford car, including the cylinder head.



Standard Set

Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

Handle 7 in. in length.
 Screw-driver bits.
 Sockets to fit semi-finished hexagon nuts as fellows:

 S. Standard Nuts from ¼ to ½ in.
 A. L. A. M. Standard from 5-16 in, to 12-16 in.
 Cap screw heads from 5-16 to ½ in.

Manufactured V ... only by

180 NORTH DEARBORN

CHICAGO, U. S. A.

BUSINESS GOOD AND EXCELLENT PROSPECTS

Editor HARDWARE WORLD:

As to what we believe should be the policy of garages and retail merchants in making their

purchases for the ensuing season?

Our advice to our trade is that they keep their assets in a liquid state; that they move merchandise rapidly; that they get cash from customer whenever possible; that they pay all bills promptly; that they take all cash discounts; that they ask for no credit extension; that in cases where they cannot avail themselves of cash discounts offered, to be willing to sign the seller's 30-day trade acceptance.

Quite generally, the garage and accessory retail trade has put its business on a cash basis, going into effect September 1st; that is, cash with the consumer. This has been brought about largely through the instrumentality of the Automobile Trade Association, which is a flourishing organization of approximately 2600 members.

As to business and trade conditions, we can only speak in this connection, of course, from our own experience, and our volume of business for the month just passed (August) shows a large increase as compared with August, 1917. It was one of the biggest months in the history of our concern.

We are looking at the future from a conservative standpoint—we are fully aware of the difficulties attending the obtaining of merchandise from Eastern manufacturers—and we also realize that the curtailment of production of new automobiles will have its effect on the general accessory line, and that there will be naturally some restriction in the use of present old automobiles; however, considering the very large number of automobiles that are being operated in California, and that unless prevented through government regulation, they will continue to operate these machines, there should be a sufficient volume of business resulting from their operation to enable jobbers to maintain their business in a healthy condition, providing the output of automobile accessories is not seriously curtailed by government regu-Yours very truly, WEINSTOCK-NICHOLS CO. lations.

H. J. Banta, Commercial Mgr.

The F. G. Foster Co., Hoquiam, Wash., are extensively enlarging their business, particularly in the mill

equipment line.

The Foster Co., who are one of the large distributors in the Northwest, recently purchased the Lamb Machine Co.'s stock of mill supplies, the latter company in its store in the Foster Co. building, carried a large stock of mill supplies, including beltings, pulleys, shafting, bearings, hangers and other classes of supplies, but they are now retiring from the field, and the Foster Co. will add this stock to their present line, and will occupy the entire building.

They are improving their store and warehouse facilities, which will give them the opportunity of carry-

ing an even larger stock than heretofore.

HARDWARE MEN ACTIVE IN LIBERTY LOAN CAMPAIGN

Reports reach us from all over the country of the time, effort and money that is being expended by patriotic hardware men who are devoting all their time to help put over the Fourth Liberty Loan Campaign.

Our nation is beginning to wake up to the fact that there wouldn't be any business or anything else after the war if Germany is successful, and the principal thing now is to win

There must be no half-hearted measures: everyone must put their shoulder to the wheel and do their utmost, not their bit, but their

Reports from various hardware institutions and associations tell of the work being done.

Typical, however, of the enthusiasm that is being shown is the way in which the hardware interests of Los Angeles have been organized.

We don't single out Los Angeles because it is doing more than any other city, but we cite it merely as an instance, as typical of what is being done in the far West, for Los Angeles is about as remote from Washington, D. C., as any place, yet there are big, red-blooded, patriotic Americans there, who know this must have precedenec over everything else.

Don Stanbery, sales manager Union Hardware & Metal Co., is sub-chairman of the hardware and kindred lines committee, and he is being assisted and has as his co-workers Louis Culver, sales manager of the California Hardware Co.; Paul Judson, of the Ducommon Hardware Co.; Walter Callahan and James Belt, of the Dressler Hardware Co.

There is active rivalry going on there among the different industries as to which committee shall have the best standing, and the hardware committee are determined that they shall be among the very first, if not at the top.

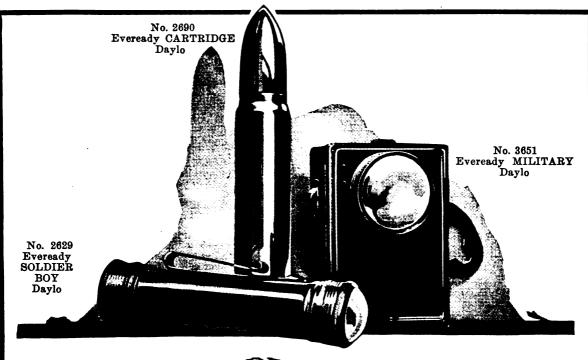
Insure a 100% subscription among your employes for the Fourth Liberty Loan.

Hardware Merchants who!have;sold

are insisting upon Diamonds for 1919-Ask your Hardware Jobber for his Diamond proposition Now

SQUEEGEE TREAD TIRES





The New EVERFADY Military Daylos

It is safe to predict an enormous demand for this new number, particularly among men in the service and their friends and relatives, to say nothing of the demand that will come from civilians in every walk of life who are bound to recognize in the military Daylo a light of the broadest possible utility for use indoors and out.

PROM ANY JOBBER IN DAYLO MATERIAL IN THE UNITED STATES AND CANADA



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.

Manufacturers of the famous Protex Auto

Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

Other Protex Products

Tire Removers
Tire Gauges
Tire Holders
Fire Extinguishers
Oil and Grease Guns
Triple Socket Wrenches

Connecting Rod Wrenches
Double End Spark Plug
Wrenches
Piston Ring Compressors
Breather and Oil Fillers

Guns Breather and Oil Fillers
Venches Tire Pumps
Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.
13-15-17 N. Jefferson Street - Chicago, Illinois



CONDUCT BUSINESS ON CONSERVATIVE

Editor HARDWARE WORLD:

We do not believe any of the garage men or dealers in this territory, or any place else, understand just the situation, as viewed from the government standpoint as to how essential their business is for the conduct of the war, and apparently none of us are able to get at the bottom of this situation and find out if our business is essential.

We believe, however, that the average garage man will be conservative and will go ahead with his business along conservative lines. laying his plans for the future. There will be much repair work to be done in keeping up the trucks and motor vehicles now in service, regardless of the production of new cars for next

It is too early to predict what the situation will be for 1919.

> Yours very truly, ARCHER & WIGGINS CO., E. R. Wiggins.

BRAKE LINING YOU CAN RECOMMEND

The announcement of the Thermoid Rubber Co. in our issues each month are always interesting and instructive.

Aside from calling attention to the merits of the Thermoid Hydraulic Compressed 100% Brake Lining, they always give information that is of value, as well as interesting and instructive.

Taken in connection with their publicity campaign and co-operation methods, their products are all the more valuable for a merchant to sell.

This month they call attention to the fact that the Pike's Peak Automobile Co., which operates a fleet of motor busses up the mountain, carrying 7000 people each season, uses Thermoid Hydraulic Compressed Brake Lining exclusively.

This in iteslf is evidence of the merit of this brake lining on roads where it is absolutely essential that safety first should be paramount.

Little Betty, just initiated in the first teachings of the Sunday School, has displayed special interest in a future life.

"Mother, will I go to heaven when I die?"

"Yes, if you are good." "Will my dog go, too?"

"No, because dogs have no souls."

A pause; then, eagerly, "Well, will our cow go?"

"No, animals have no souls."

"Oh, then we'll have to go to hell for our

THE JOYS OF A CHANGEABLE MAN

Mark Twain's brother Orion was a perennially hopeful, but always unsuccessful man. That is, he was unsuccessful from the standpoint of a steady man who finishes whatever Orion started many things. he starts. seldom finished anything. The straight and narrow path of the average man was not for him. He liked to roam all over the lot.

His escapades cost Mark Twain much money. At first Mark tried to argue with him and show him the errors of his way. But after many years he gave the idea of reforming Orion up as a bad job and wrote him this letter:

You see I have an ineradicable faith in your unsteadfastness—but mind you, I didn't invent that faith, you conferred it on me yourself. But fire away! I don't see why a changeable man shouldn't get as much enjoyment out of his changes and transformations and transfigurations as a steadfast man gets out of standing still and pegging at the same old monot-onous thing all the time. That is to say, I don't see why a kaleidoscope shouldn't enjoy itself as much as a telescope, nor a grindstone have as good a time as a whetstone, nor a barometer as good a time as a yardstick. I don't feel like girding at you any more about fickleness of purpose, because I recognize and realize at last that it is incurable, but before I learned to accept this truth, each new weekly project of yours possessed the power of throwing me into the most exhausting and helpless convulsions of profanity. But fire away, now! Your magic has lost its might. I am able to view your inspirations dispassionately and judicially now, and say "This one or that one or the other one is not up to your average flight, or is above it, or below it.

It is hard to judge men. Men who seem to be breaking all the laws of success sometimes have more happiness than those who are obedient to those laws-or to the laws that the majority of men call the laws of success. Yes, it is hard to judge.

"WE ARE HAVING EXCELLENT SUCCESS WITH THE SALE OF DIXON'S AUTO-MOBILE LUBRICANTS"

So writes the Coeur d'Alene Hardware & Foundry Co., Wallace, Idaho, and it is with pleasure we reproduce below the balance of the letter:

"We take pleasure in announcing that we are

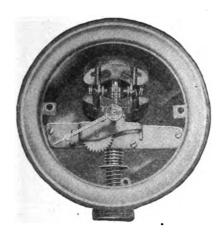
having excellent success with the sale of "Graphite Products" as manufactured by the Joseph Dixon Crucible Company, Jersey City, N. J., and especially the sale of graphite greases for automobiles.

"Last year was the second year that we handled this commodity, and since our sales were four times what they were during the first year, and we have sold as much this year already as we did during the entire year of 1917, we are thoroughly convinced that this product has an exceptional merit, for the reason that all of our preferred customers are specifying the Dixon Greases and do not hesitate to advise us that it is the best product which they have ever used for this purpose."

That other dealers have had the same success is borne out by letters received from them and which will be published from time to time.

Ford & Sanborn Co., Salinas, Cal., advise us they are retiring from business.





Simplicity That Assures Strength and Accuracy

THE accompanying illustration shows the absence of complicated mechanism and emphasizes the simple sturdiness of the operating parts in the

ORBIN-BROWN SPEEDOMETER

It will be noted that the parts are few, big and strong. They are made to wear long and stand up under the hardest jolts and the most severe, continuous usage.

The centrifugal governor in the Corbin-Brown has four balance weights, so sensitive that they respond to the slightest variation in speed. This centrifugal principle is the same as that applied to the control of engines. It insures absolute regularity of revolution.

In any mechanism, simplicity, strength, and reliability always go together. That is why you find all of these qualities so strongly featured in the Corbin-Brown speedometer.

Ask your dealer about the Corbin-Brown Maximum Speed Hand and be sure to specify it. This extra feature registers your highest speed and remains at that point until reset to zero, which can be done in an instant.

Catalog on Request.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia



Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.





Among the attractive establishments of the far West, none surpass that of the Cass-Smurr-Damerel Company,

Their establishment always presents an attractive and inviting appearance and they are large distributors

for everything in hardware, household furnishing of every description, auto accessories, etc.

Prominently located, on the busiest retail street of their city, they utilize to excellent advantage their sales windows in all war activity lines, boosting the sale of War Saving Stamps, Liberty Loans, Red Cross, etc., their windows have excellent sale value in supporting the activities of the Government. "

Here is a recent window trim made by Jack Holt, who has charge of their windows.

They have been located in their present location for over twenty years, and have an enviable reputation. They carry only standard lines, and in addition to the lines mentioned they manufacture the Cass Gas Furnace and the Hoyt Automatic Water Heater.

Business is excellent and they have no complaint as to the outlook.

HOME GROWN

(A verse used by a Western dealer in a catalog-house community.)

You don't plant oats upon a hill A hundred miles away, And somewhere else your corn to drill You know would never pay. You plant AT HOME to get the yield Whatever crops are grown, For planting in some other field Will never help your own.

And it's the same with dollars, For dollars, too, are seed; The CASH TODAY YOU SEND AWAY Tomorrow you will need. Don't send your cash afar to roam, But, wiser, learn to sow, JUST PLANT YOUR DOLLARS HERE AT HOME. And watch your dollars grow.

If ever you reach the point in business where you do not have to advertise, somebody else will own the business.

THOSE CLERKS OF BROWN'S

Brown's clerks!—the only thing they draw Is steady, reg'lar wages; They never study human books— Turn interestin' pages!

They never smile, nor think, nor say In hearty tones, "Good morning!" They seem so sour you sometimes wish They'd been delayed a-borning!

The sun may shine upon the street, In store 'tis always cloudy-O dark and dingy is the store Where no man smiles; says, "Howdy!"

Poor Brown keeps clerks and goods alike. For no man cares for either; The sheriff's inning soon will come, Then Brown—he will have neither!

When a customer comes to you, you, for the time being, represent the entire establishment. Public opinion of a business place is usually the reflection of treatment received at the hands of the employes.

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Service -

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU"
AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis 17 Park Place 114 S. Wells St. 1106 Pine St. 604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.



Are You Selling KING PADLOCKS?



They are excellent sellers, offering attractive profits for you.

Exceptionally a ttractive and strongly built, being made
from solid bronze casting bored out to receive mechanism.

17 to 31 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOOK works under the most rigid tests.

If you want to add a padlock to your line which needs no apology but which will sell readily and net you a nice profit, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY - 319 West Ohio Street, Chicago



By Using Milbradt Rolling Step Lad-

ders you can utilize space, that may now be vacant, to good advantage and greatly improve your facilities for handling stock. You also save the wear and tear on fixtures and goods, as well as help the appearance of your store. The manufacture of Rolling Step Ladders is our special business. We make them in many styles, suit-

able for all kinds of stores and shelf arrangement.

Fully illustrated catalog will be sent on request.

MILBRADT MANUFACTURING COMPANY

2410-12 North Tenth Street, St. Louis.



SATISFY

Your Customers

Dixon's Solid Belt Dressing

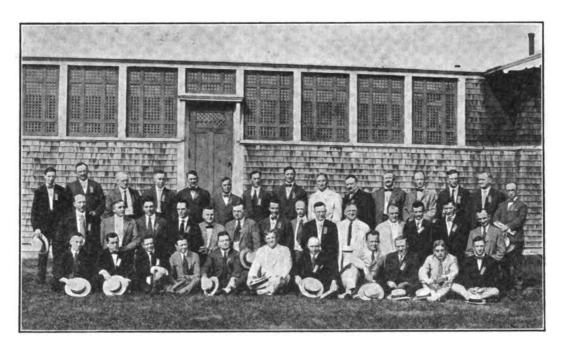
sells itself after the first trial. It has to be good to come up to the Dixon standard of quality. Repeat orders follow naturally.

How is your stock?

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Company

Established 1827



BOSTON VARNISH COMPANY HOLDS ENTHUSIASTIC SALES CONVENTION

August sixth, seventh, eighth and ninth, nineteen eighteen, will go down in the calendar of the Boston Varnish Company as the most smooth flowing, joyful, high gloss red letter days in the Company's history for their sales convention which took place on the above dates.

In the memory of the oldest salesman present never was a convention so saturated with "pep" and ginger, never was an organization more fired with good old fashioned enthusiasm from the president, James B. Lord right down to the latest recruit in the force.

The forenoon of the first day was devoted to a reception at the factory, which, as one of the new men observed, "made you feel that you just couldn't do enough to deserve a greeting like that." A thorough inspection of the factory followed which opened the eyes of those who had not seen the new addition to the plant with its light, clean atmosphere and every kind of labor and time-saving device.

All were then taken to the finishing department where were exhibited the finished results of every Kyanize Product and all had an opportunity to demonstrate the qualities of the whole Kyanize line.

New products were introduced which are to be offered to the trade during the coming year, their advantages were shown for the benefit of old and new salesmen alike.

After lunch the convention was opened by Mr. Lord with a stirring address in which he outlined its purposes, while W. A. Putnam, Vice President, in response to the subject "Our Objectives" forcefully brought out the ideals of the Company with their bearing on its future growth.

Mr. H. A. Hall, treasurer, reviewing events of the past year showed, that the Boston Varnish organization is fully capable of surmounting the difficulties and abnormal conditions due to the strenuous war time activities. A note of patriotism prevailed during the whole convention, when Mr. Hall referred reverently to the Boston Varnish have who are now "Over There".

the Boston Varnish boys who are now "Over There."
On the subject of "Co-operation with the Advertising Department," Mr. C. A. Dana Redmond, Advertising Manager, laid stress on the fact that service, co-operative service on the part of the Boston Varnish

Company with its salesmen, its jobbers, its dealers and the consumer who uses the goods is one of the most powerful factors in building and sustaining the great volume of business that the concern has enjoyed. The policy for the coming year, Mr. Redmond stated, was to be more liberal than ever, the advertising more extensive, the direct help to dealers more intensive.

A. E. Carroll had a few words to say about credits and brought out the points of the Boston Varnish Company's method of avoiding all collection difficulties. His statement that a poor account is practically unknown among Kyanize dealers, because of the efforts of the sales force in educating the agents on this point, was received with enthusiasm.

The first day's session was brought to a close by the talks of C. O. Rouse, J. F. Hughes and H. H. Little, Boston Varnish salesmen whose work with jobbers' men has been highly successful. Their methods of working, while radically different, had for their foundation that close co-operation which distinguishes every business transaction of the Boston Varnish Company. And so each day was well spent with helpful work and suggestions.

The last day the men were assembled in convention, was a full day of business. At the factory, bright and early, practical work was done by the salesmen themselves, the possibilities of each Kyanize Product were learned by each man at first hand.

The Exclusive Agency Plan, the Can and Brush Proposition, Mail Advertising and Follow-up were dissected in detail by Messrs. Johnston, Ward, C. H. Hall and Meken respectively, while the most effective method of aiding the jobber in keeping his stock clean was admirably explained by Mr. Barkley.

Everyone agreed it was the most successful and enthusiastic sales convention ever held by the Boston Varnish Company, which is a statement that argues well for the sale of Kyanize Products during the coming year.

As a climax, the banquet at the Boston City Club on Thursday evening was all such a concluding dinner should be. For real unadulterated snap and ginger, for eloquent speeches and good songs sung with a will and for an excellent dinner that well upheld the fame of the Hub as a center of hospitality, that banquet could not be surpassed.

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Royal makes the world a cleaner place to work in

High saturation!

Measure the goodness of a wiping waste by its absorbency.

It isn't an accident that a handful of Royal Cotton Waste absorbs grease, oil and dirt quickly—that it can be turned inside out to absorb more—and more—and more.

It isn't by chance that Royal always runs true to form—that your selected grade always does what is expected of it.

Standardization!

Royal is guaranteed for uniform quality, 6% "tare" (wrappings), even weight.

Royal costs no more by the pound—infinitely less by the year.

TWELVE GRADES

Each best for a special need of service and price

SIX WHITE . SIX COLORED

Baron	King
Count	Marqui
Czar	Mikado
Duke	Prince
Earl	Rajah
Emperor	Sultan

By following up the unusual Royal Magazine campaign you will be the gainer.

Write on your letterhead for the big little book—"Producing the Fittest in Waste." Ask your jobber or us for Royal Sampling Catalogue and for samples of Royal Wool Waste.



ROYAL MANUFACTURING CO

General Sales Offices and Plant RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street St. Louis Office—Pontiac Bldg. Chicago Office—People's Gas Bldg. Pittsburgh Office—Oliver Bldg. San Francisco Office—Wells Fargo Bld.



CONSERVATION IN MANUFACTURING DROP-FORGED WRENCHES

At a meeting of most of the drop-forged wrench manufacturers of the country, held at Buffalo, on August 7th, very material reductions of sizes, styles and finishes of drop-forged wrenches were agreed upon for the purpose of furthering the government's conservation policy during the period of the war.

The drop-forged wrench makers have arranged to discontinue immediately the manufacture of regular finished wrenches, which will release a great deal of polishing and lacquering labor, reduce the necessary bins by one-third and effect a very great conservation. Possibly the manufacture of the "semi-finished" wrench, as such, may later be eliminated also; if so, there would be furnished in its stead a "war-finished" condition, which would be its equal in efficiency, but slightly different in appearance. It was further decided to purchase no more envelopes and no more boxes for packing except the few paper boxes neces-sary when furnishing wrenches in sets. All wooden boxes and all sample and display boards for advertising and sales purposes were eliminated.

The list of wrenches discontinued is as follows:

All so-called Heavy Cap Screw Wrenches, including

all millings from those blanks.

All 221/2 degree Angle or Textile Wrenches, including all millings from that line of blanks, All Concave "S" Wrenches.

All Machine Wrenches.

All Long Flat Handle Wrenches. All Double Head Socket Wrenches.

All Miscellaneous Wrenches not mentioned in the

next paragraph.

The lines retained as necessary are: Engineers' Wrenches, Check Nut Wrenches, Light Cap Screw Wrenches, Hexagon Box Wrenches, Square Box Wrenches, Flat Handle "S" Wrenches, Set Screw Wrenches, Tool Post Wrenches, Single Head Socket Wrenches, Spanner Wrenches, Construction Wrenches, Structural Wrenches, Round Handle Track Wrenches, Car Wrenches and Light Service Wrenches, all of which have useful functions to such an extent as to make their elimination doubtful from the viewpoint of conservation.

Until the exhaustion of the present stock, all orders received for regular "Finished" Wrenches or for any of the above lines, will be filled as specified. Thereafter for discontinued lines there will be supplied wrenches of the nearest designs having the same openings and the "semi-finished" condition will be supplied where regular "finished" has been ordered.

No action was taken on wrench sets, as such, except, of course, those sets containing "discontinued" wrenches. "Discontinued" wrenches will not be furnished in sets or otherwise after the present stock is

exhausted.

AT LEAST TWO LIBERTY BONDS IN EVERY FAMILY

Don't bunch your Liberty Bond subscriptions in the name of one person. Divide your quota up so that at least the names of two members of your family will go on the honor roll of Fourth Liberty Loan subscribers.

Thus you will increase the honor of your family, your city, your county and your state in the eyes of our Nation and our boys "over

there.'

Let every woman, as well as every man, be a Fourth Liberty Bond owner.

PURCHASE McGOWAN BROS. HARDWARE CO., OF SPOKANE

Announcement is made that the McGowan Bros. Hardware Co. has sold its business at Spokane, Washington, to the Holter Hardware Co., Helena, Montana. It is expected that the stock will inventory from \$100,000 to \$150,000.

The Holter Hardware Co. will continue to operate the business. They are one of the largest institutions in the Northwest, and are a pioneer institution of excellent standing and character, and of progressive business ideas.

The Hill Hardware Co., Prescott, Arizona, are increasing their store facilities and improving the appearance of their show window front-

age. They report a good business.

The Blythe Mercantile Co., Blythe, Cal., have taken over the interest of Hale & Canonero Co., who have been operating a general store at Fertilla. J. W. Thomas is temporarily in charge.

HARDWARE MANUFACTURERS' AND JOBBERS' CONVENTION

The annual convention of the National Hardware Association and the American Hardware Manufacturers' Association will be held at Atlantic City, New Jersey, October 23, 24, 25, 1918.

In many respects this will be the most important meeting the associations have ever held.

Every manufacturer and jobber is alive to the conditions confronting the trade today, and there will be no better opportunity of getting first hand information than at this convention.

The attendance promises to be unusually large, and as usual every facility has been arranged for the comfort and convenience of those attending.

When a man talks to himself he is usually more eloquent than interesting.

FOR SALE

All or part of an established hardware business, located in best town in South West Texas.

Best reasons for selling. Long lease on building. Address "C. H. S." c/o HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.



AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto-"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago





BABY"

Trade Mark Reg. U. S. Pat. Off.



Hammerless Revolvers In Big Demand

BECAUSE

- It appeals to man, woman and youth. It appeals especially to motorists.
- It can be carried in vest pocket.
- It is a handy weapon.
 It is well made and guaranteed.
- It will do the work as intended.
- It completes your line of revolvers.

Fits snugly in the vest pocket. Can be instantly aimed and fired by an apparently instinctive movement.

Specification: 6 shot, 22 cal. Rim Fire
— All Interchangeable Parts — Positive
Fire—Has New Unbreakable One-Piece
Main and Trigger Spring — Made in
Nickel or Blued, Rubber or Pearl Stocks
Weight, 6 Ounces

Also Manufacturer of the "HEXALL" Ratchet and Socket Wrenches

Ask Your Jobber or Write

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY, Manufacturer 2311-13 N. 16th St., Philadelphia, Pa.

SELL 100% SERVICE TOOLS



The inferior tool 'sticks' the customer, prevents his coming back—not the dealer. The powerful SAMSON PUNCH

Write for Proposition Prices, Etc.

Write for Arices, Etc.

Write for Proposition Prices, Etc.

Washer variety of trades, the Samson assures unqualified satisfaction. It punches an accurate, clean, burr-free hole with minimum effort. The same tool head takes seven interchangeable size dies—from 1/16" too. Made to last.

WACKIME APPLIANCE CORPORATION SET 1—22.

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

MERCHANTS SHOULD ANTICIPATE FUTURE BUSINESS

Editor HARDWARE WORLD:

Babson's Statistical Organization, in a recent report, repeats the contents of their January Barometer Letter bearing upon the three distinct periods which were to be expected in business during 1918. Babson's says that business is now merging into the second period as follows:

"The second period will come when the existing stocks of goods become exhausted. Within a few months from now merchants will be scrambling to get standard goods which they are now trying to unload. The same will be true of manufacturers who are depending upon accumulated supplies of materials to keep in operation. The chief problem in this second period will be in getting goods, rather than selling them. Barring an early peace, this is likely to be the situation during the latter half of 1918.'

The new draft law will serve to enhance the purchasing power of mechanics engaged in essential industries, as most of them are, or will be, and in view of this fact and of the quotation above, it seems only good business for merchants to anticipate fall business and to order goods now to care for the demand later, up to the limit of good financing.

The best safeguard against a falling off in business in later months or years is the storing up of profit and resources now.

You cannot do this unless you have the goods to sell and you cannot have goods to sell this fall and winter unless you order them now.

Those retailers who depend upon immediate shipments of orders placed in November and early in December for the Christmas trade, will not get the goods.

Anticipate your needs, higher prices and winter transportation delays, by ordering your Yours very truly, fall stock.

"UNION" TOOL CHEST COMPANY, INC., G. H. Miller, Sales Mgr.

BAD LUCK

"Why are you here?" asked the visitor at a prison, addressing one of the prisoners.

"I'm a victim of the number 13," said the prisoner.

"Why, how is that?"

"Twelve jurors and a judge, sir."

It is folly to advertise to a man until you know him.

There are times when the still, small voice of conscience seems tongue-tied.

When you have more work than your two hands can do, put your head into the job.

SHOULD BEGIN NOW TO PREPARE FOR AFTER THE WAR

Editor Hardware World:

As to what should be the policy of retail merchants for making their purchases for the ensuing season, I am firmly of the opinion that everything possible is being done by the government to keep a firm and stable condition to business during war times.

Every merchant, however, should confine his business to absolute necessities and the distribution of the same in as economical manner as possible. The general economic conditions of the country are good and we should begin preparations now for the after-war business. The time has past when we can—any of us-contribute our bit; we must contribute everything possible.

> Yours very truly, GILLETTE RUBBER COMPANY, S. P. Woodard, President.

"Say, Dad, what keeps us from falling off the earth when we are upside down?"

"Why, the law of gravity, of course."

"But how did folks stay on before that law was passed?"

ALLEGRETTI RAZOR STROPS



made from carefully se-lected leather and treated by a secret process will reby a secret process will re-tain indefinitely the soft, but effective q u a lities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. COMPANY, practical razor strop-men, employ only the most experienced men, and use the very best of materials; as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," call attention to

No. 200 — Genuine Swaty Combination strop of se-Combination strop of selected leathers in brown and black, self honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size 2½ x 24 in.

No. 250 — Combination strop of Royal Se al leather, brown with black select horsehide, self honing, round nick, self honing, round nick.

black select horsehide, self honing, round nick-el swivel. 2 1/4 x24 in.

All our Leather and Web strops are weather and climate proof. Every strop stamped "ALLEGRETTI" guaranteed as to Quality.

Mo. 252 — Combination strop of yellow and black horsehide, of extra fine ouality, has square cut handles, and oval black swivel. Size, 2 1/4 x 24 in. Every strop stamped.

Let us send you our Catalog. DON'T WAIT

GENOME SWALY

Western Reps., GRIPFITH SALES CO., 461 Market St., San Francisco. ALLEGRETTI MFG. CO., Geneva, N. Y.





EYELET TOOL CO.

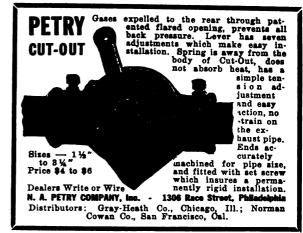
Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sises made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street BOSTON - MASS.

For Better Bookkeeping'

LOOSE I-P LEAF

ASK YOUR STATIONER



Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

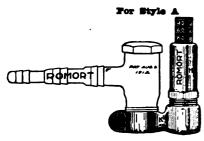
Style B



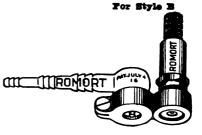
The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

A GARAGE NECESSITY



List Price, \$1.50 CIT TROMORT



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment. Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,

ROMORT MANUFACTURING CO.
OARFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

THE PATHOS OF DISTANCE

(By E. T. Meredith, member American Mission to Great Britain and France.)

In England and France I have seen things which I wish could be burned into the conscience of every business man in the United States. I have seen factories in ruins, office buildings blown to bits, commercial districts, miles in extent, lying deserted and silent, grass growing in the streets like places of the dead—everything that years, perhaps hundreds of years, of patient industry had built up and passed on as a heritage from father to son—all vanished.

We in America have known nothing like this. We can know nothing like it. Thanks to our allies, these experiences will be kept from us. That factory of yours in New England; that mine of your neighbor's in Michigan; that farm down in Iowa—they are being protected today by the untold sacrifices of the soldiers, the business men, the women of England and France.

Why then should we complain? Why should we protest that our business is ruined? Why should we bewail lessened profits, cavil at high prices, inconveniences, hard conditions? Why should we rage at the disaster that overtakes our business?

Our business. Let me tell you something more of what "our business" means to England and France—as I have seen it. I talked with business executives, past their prime, men so old and weary that they would be glad to stop a bit and rest before they die. Yet they carry on. They, like those famed old legionaries of France, "have no time to die." They battle with conditions which in a month, a week, a day, may sweep everything out of existence. I saw a great shipbuilder, a fine old Briton, at his work—all three of his sons gone. At his side stood the grandfather, now in his 80th year, doing what he could. I talked to a barber the sole survivor of four brothers. I was chauffeured by a one-time British capitalist—it was his own car—and one of his legs, a soldier's reward, was made in the United States!

These business men overseas, our allies, are war weary. The strain is great, the enemy strong. Bitter is their lot. But do they protest? Do they despair? No! Grimly they carry on. Again and again they send their sons to the battle front. Their daughters—they see them rise at 6 in the morning to search the casualty lists for the name of a brother or sweetheart. then depart for a long day's work in factory, They themselves-even their field or office. nights are not given them for rest. evening comes they report for special duties. In the British capital 30,000 of them—bankers, lawyers, lords and sirs, the shopkeepers of London, men too old, too crippled, too sick to serve at the front-police the darkened city streets.

I was in London when sons of these men gave their lives to plug up the neck of Zeebrugge Harbor. I felt then, as I know now, that by that heroic deed they defended not only the Thames and the coast of Kent, but the harbors of Boston, New York, Charleston. Those lads over there stand on guard before our mills, our stores, our homes. Their spirit—their will to win at any cost is emulated by their business elders at home.

Our business? Our profits? Our lives? Good God, will we ever open our eyes to see the truth? Can we ever repay the debt we owe? The time has come for us, the commercial men of this country, to relieve our French and British allies overseas of their appalling burden. Their soldiers are now our soldiers, as truly as if they wore our uniform; and our boys are theirs. Business over there, too, is American business. It is fighting the battle that will save us, along with the people of England and France, from destruction. British or French plant wiped out is an American plant wiped out. A French town bombed is an American town bombed. Blood drawn there—we bleed also. We are one allied people in this fight. And united we stand on both sides of the sea!

People are usually willing to do their duty, but they do not like to do too much of it.

MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers Carbon Scrapers Chisel Sets Send for Catalog

Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pry Bars

Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

HAMMERLESS REVOLVERS IN BIG DEMAND

R. F. Sedgley, manufacturer of the well-known "Baby" Hammerless Revolvers, report there is an increasing demand in all parts of the country for the "Baby."

It appeals especially to every man, woman and youth, and to motorists.

It may be carried in the vest pocket, is a handy weapon, well made, guaranteed, and will do the work it is intended for.

It completes the dealer's line of revolvers. It can be instantly aimed and fired. Specifications are given in their announcement in this issue.

The "Baby" Revolver is sold by leading

jobbers throughout the country.

Full information may be obtained from Mr. Sedgley, the manufacturer, or their far western representatives, McDonald & Linforth, San Francisco.

Put your shoulder to the wheel now for the Fourth Liberty Loan.

G. J. Tompkins, of Republic, Wash., has moved his stock of hardware and implements to a new concrete building recently erected by him. He has one of the best equipped stores in a town of this size in the country and Mr. Tompkins reports an excellent trade and good outlook.

CHANGES IN THE OHLEN SALES

The James Ohlen & Sons Saw Manufacturing Company, of Columbus, Ohio, announces the appointment of H. A. Burgers, formerly sales manager at Manila, P. I., for the Pacific Commercial Company, as manager of its Export Sales Department. Mr. Burgers will maintain his office at the Ohlen Company plant in Columbus. After giving effect to the reorganization of the Company's sales department, P. A. Walling, manager of the New York sales office, located at 30 Church St., will be enabled to devote greater effort to eastern domestic sales. Capt. W. H. Tuthill, has been transferred from his former territory in Michigan-Pennsylvania to New York and New Jersey. He will be succeeded as Michigan representative on October 1st, by Mr. W. H. Lewis. The Ohlen Company is engaged in the fabrication of large wood and metal saw orders for the United States and Allied governments and this fact, combined with an enormous increase of foreign business has made necessary the changes above mentioned.



<u> Motor Mercantile Company</u>

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Federal Tires, Cord and Fabric Motul and Cyldene Oils, Gearese and Cupese Pafair Bearings Motile Blowout Sleeves Zenith Carburetors Stanley Self-oiling Springs Columbia Storage Batteries Kay Bee Spotlites Edison Mazda Lamps "Dri-Kure-Retreder" Vulcanizer

Pyramid Generator and
Motor Brushes
Aluminite Solder
Raybestos, Non-burn and
Thermoid Brake Linings
"Genemotor" Ford Starting and Lighting System
Morelite and Duplex Lenses
Lenox Hack Saw Blades
"Rie-Nie" Winter Fluid
Weed Chains
Auto Top and Upholstery
Materials

And a Complete Line of Mechanics' Tools and Garage Equipment

<u> Motor Mercantile Company</u>

115-117 South West Temple Street, Salt Lake City



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.

FACTORY, SAN DIEGO, CALIFORNIA



HE greenhouse owner ranks Noahs Pitch next in importance to glass. He uses it for glazing, for setting sills to prevent decay, for repairing cracked and broken glass. He uses it to stop leaks in foundations, tanks, pipes and chimnneys.



Noahs Pitch is of just as much importance to the average man as to the greenhouse owner. No man ever owned a roof without having a leak in it at one time or another. Noahs Pitch stops every leak quickly and permanently. Every hardware dealer should sell Noahs Pitch. There is a steady demand for it the year round. A trial sells it so thoroughly the purchaser always keeps a can on hand.

> Try it yourself. Let us send you a generous sample

THE PHILIP CAREY CO. 232 Wayne Ave., Lockland, Cincinnati

"YOU MUST DISPLAY GOODS TO SELI

There is nothing more true than this, and there is nothing more true than that attractive and conveniently arranged stores get the crean of the business.

It doesn't make any difference whether you are catering to the trade of the men or women People are influenced, unconsciously though it may be, by a neat, attractive store.

The truth of the old saying: "Goods well displayed are half sold," was never more true than in relation to the hardware line.

A large part of sales are made by sugges People forget they need certain goods until they are reminded of them by display and nothing adds so much to an attractive store as the sections of hardware store shelving made by the Duluth Show Case Co., Duluth, Minn. who manufacture a complete line of display furniture for all classes of retail stores.

They will be glad to send their interesting and attractive booklet, "Cutting Cost" and "Increasing Sales," to any of our readers upon request.

GIVE MORE ATTENTION TO YOUR SPORT. ING GOODS DEPARTMENT

Every hardware dealer handles sporting goods. They recognize it as a profitable part of their business.

The most successful stores are those who are giving more and more attention to the sporting goods line.

The advantage of selling a line of nationally advertised goods, as well as those manufactured by an organization that has every means and facility for accommodating merchants, needs no argument.

The selling power of the "Wilson" line of sporting goods, made by Thomas E. Wilson & Co., is sufficient guarantee that their goods are right, and the proper kind of co-operation is extended to all of their merchants.



Write for Color Card, Circular and Booklet

Manthux Paper Mrs.Cat

169-173 Second Ave., BROOKLYH...HW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal.

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THE "ONE DEALER" POLICY

what it means to you

The most profitable varnish and enamel business in the town.

Store and window displays that are not only designed to bring the business—but actually attract the dollars into your cash drawer.

A completely "tied-up" National Magazine Advertising campaign — the most extensive and most powerful in the industry for exclusive agents.

Absolute protection for Kyanize Exclusive Agents—All the Kyanize business in each locality goes to the one Kyanize Dealer.



are quality varnishes and enamels that bring customers back for more. Sold on an iron-bound guarantee of absolute satisfaction or "money back for the empty can."

The Kyanize proposition will make your store stand head and shoulders above every other in your locality. Get in line now—write for details today.



Chicago
Warehouse and Office
519 W. Twelfth St.

Fine Varnishes and Enamel

Everett Station Boston, U. S. A. San Francisco Warehouse and Office 269 Eighth Street MASON'S

PERFECT
VIOLENTS

"Our Standard"

A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

POREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES



ROOFING DEALERS!



Have You Entered the Pioneer's Window Contest?

\$50.00 LIBERTY BOND—First Prize

The second prize is \$25.00 worth of War Savings Stamps; third prize, \$10.00 Thrift Stamps—and if you don't win one of these you get \$5.00 in Thrift Stamps. It is to your interest to get in on this at once—not merely for the sake of the prizes, but because it offers a good opportunity to start your fall roofing business.

Write at once for window signs and full details Address "Contest Manager"

PIONEER PAPER COMPANY

247-251 S. Los Angeles Street

Los Angeles, California

WHY YOU SHOULD GO AFTER FALL ROOFING BUSINESS NOW

Every Dealer Who Handles Pioneer Roofing Should Avail Himself of the Opportunity Afforded by Their Window Contest to Get a Good Start.

The announcement in our last issue of a window display contest initiated by the Pioneer Paper Co. brought a regular flood of inquiries to this energetic concern. It looks as though there is going to be a lot of competition for the \$50.00 Liberty Bond that is offered as first prize for the best display, to say nothing of the second prize of \$25.00 War Savings Stamps and third prize of \$10 in Thrift Stamps.

But, best of all, the competition has awakened dealers to the fact there is a lot of roofing business to be had this Fall not only for new buildings but

to be had this Fall, not only for new buildings, but for the extensive repair business that is bound to be bigger this year than usual on account of the curtail-

ment of new building.

One live dealer expresses it in fine shape when he says: "This window display contest is one of the best things that ever happened around this store. man and boy is thinking of new ways in which roofing can be used and how to sell it."

And that's just what we told you last month. Hunt up your last issue of HARDWARE WORLD and look at the Pioneer Paper Co.'s advertisement on pages between 130 and 131. Then get busy and write them for free window signs, samples, etc. They'll be glad to co-operate with you to the fullest extent. And don't forget that even though you don't get one of the main prizes, there's an offer of \$5.00 in Thrift Stamps for every window display that stays in a week or more between September 15th and November 1st. You cash

in on it anyhow, you see.

So go to it. A good live window display of Pioneer Boofing right now will get you a lot of business. You'll be surprised at the amount of new business you

can develop in roofing if you try.

SUPPOSE IT IS A SACRIFICE

Who is questioning whether this Fourth Liberty Loan means sacrifice?

Of course it does—but, oh how small a sacrifice it is when compared with that of the man on the firing line.

Behind the batle line here in the United States it is up to us to dig and dig deep.

Haines & Spratt, Cle Elum, Washington, are erecting a new building, which will be occupied by their hardware and implement establishment as soon as completed.

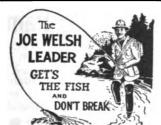
Casts Perfectly for Dry Ply, Plies or Bait

> **STRONG** TOUGH **DURABLE**

Invisible in Water

-Dont' ask your trade to take a substitute - give them the real thing.

Welsh Leaders Sell Everywhere.



JOE WELSH

PASADENA - - CALIFORNIA

Exclusive Agent U. S. and Canada



*One of the factories devoted to the manufacture of Wilson Sporting Goods

Hitch Your Store to the "Wilson" Brand

And Watch Your Sporting Goods Department Grow!

It's "uphill business" to build up a big profitable Sporting Goods Department on "private brands" or "odd lots" with no nationally known name behind them.

The safe, sure way to establish your Sporting Goods Department on a permanently successful basis is to put in a nationally advertised, trade-marked brand like the WILSON line instead of the "private brands" and instead of the "trailers."

This gives you the benefit of five tremendously important sales factors:

FIRST—The selling-power of the big Wilson National advertising campaign takes hold of your Sporting Goods Department and carries it successward.

Second-The prestige of the Wilson name and brand becomes a business asset for you. It assures extra quality and added value to your customers.

Third—It enables you to do a standardized business—makes your store the recognized headquarters of both experts and amateurs for Wilson Sporting Goods.

Fourth-It backs your Sporting Goods Department with the Wilson Guarantee of Satisfaction or money back.

Fifth—You get the most comprehensive line of Sporting goods in the world—with the vast resources of our parent concern, Wilson & Co., the packers, behind our entire proposition.

Write us today for catalog, price list and dealer's proposition.

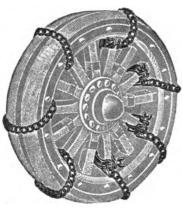


701-703 N. Sangamon Street, Chicago

No. 3 of a Series



ANTI-SKID CHAINS FOR SOLID TIRES



The Rowe Calk & Chain Co., Plantsville, Conn., are placing on the market what is known as the Prest-O-Grip Anti-Skid Chains for solid tires.

They claim for the Prest-O-Grip that it offers superior traction, preventing skidding, and giving increased traction. They also claim there is a difference between Prest-O-Grip Chains and other similar devices in the way of the patented lock-link

with open hooks, which makes the greater security. There is no danger whatever of the chains opening up or falling off. Prest-O-Grip has been on the market for some time, a complete Prest-O-Grip Unit consisting

of one clamp, two lock-links, and one piece of chain intended for one spoke.

A set of Prest-O-Grips consists of a sufficient number of complete Prest-O-Grips for two wheels. For instance, a wheel containing 14 spokes requires seven Prest-O-Grips for each wheel, or 14 Prest-O-Grips for a

They or their Western sales representatives, C. W. Gause Co., San Francisco, will be glad to give full information.

UNION TOOL CHEST CO. OPEN CHICAGO OFFICE

The Union Tool Chest Co., Rochester, New York, announce that they have opened a branch office and stock room at 180 North Dearborn Street, Chicago, in charge of Mr. Barney M. Moore.

Mr. Moore is well known to the trade throughout the West, having been previously connected with the Chicago Spring Butt Co., and has a wide acquaintance. He is deservedly popular.

In establishing this branch the Union Tool Chest Co. are actuated by a desire to get closer to their customers, and be able to render them better service.

MARKET STRONG ON BROOMS

Dealers who postponed buying brooms during the summer months on the theory prices would be lower will, in many instances, pay the penalty of higher prices for their fall and winter supply.

The relationship between the raw material market and finished product is more sensitive now than it has been in the past. This is readily understood when explained that the majority of broom manufacturers are out of corn and depending on immediate shipment

to keep their factories going.

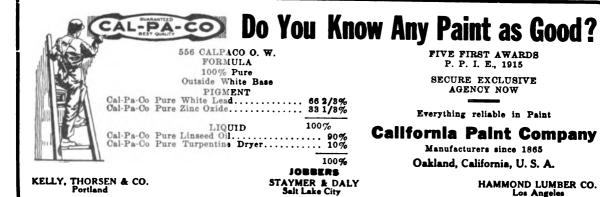
Manufacturers report no great effort is required to secure orders, the principal trouble being to procure sufficient labor and material to operate factories. In this respect all broom manufacturers are similarly situated, and conditions instead of improving, will logically grow more acute with each Government call for additional men.

Broom corn is costing considerably more on an average this season than last, as are handles and other materials. The market is very strong, and every indication points to it continuing so for the next year.

A. E. Glaze, Chief Clerk of the Lansing Co., San Francisco office, has enlisted in the Naval Reserve as Chief Petty Officer.

Mr.. Glaze has been a valued employee of the Lansing Co., and his friends know he can be depended upon to do his part and do it well in whatever he undertakes.

C. C. Brackin will succeed him.



FIVE FIRST AWARDS P. P. I. E., 1915

SECURE EXCLUSIVE AGENCY NOW

Everything reliable in Paint

California Paint Company

Manufacturers since 1865 Oakland, California, U. S. A.

HAMMOND LUMBER CO. Los Angeles

COMBINED HAIR CUTTER AND SAFETY RAZOR

"Satimo," described as a "vest-pocket barber shop," is being sold by the Satimo Corporation, 437 Fifth Avenue, New York City.



It is asserted that Satimo will cut hair long or short. It does not bite out holes nor leave patches. With Satimo you get a perfect cut at the back and around the ears. The instructions contained in each package are simple.

Satimo will also, it is said, give a close, smooth shave, without

the operator having to acquire any "knack" or "angle," without dragging, pulling, leaving soreness or "after shave" smarting, at whatever angle it is held.

Satimo is put up in 13 different styles. Vest Pocket, No. 3, retails at \$5. Instrument heavily nickelplated. One blade box, also nickelplated, containing twelve blades. The whole outfit is packed in a fine, flexible leather case. It is smaller than an ordinary watch, and will fit the vest pocket with ease. It is compact and portable. It weighs less than four ounces. Just the thing for the soldier, sailor, or out-

door man, it is contended.

Keystone Satimo, No. 1, is gold plated; two goldplated blade boxes containing six blades each; fitted into a fine box covered with brown leather, lined with purple plush and satin. The box is very unusual in design. Price \$7.50.

Satimo blades are flexible, but are inherently stiff and sturdy, scientifically ground with a long, bevel edge that lasts. The blades be re-sharpened; but inasmuch as resharpening blades is insanitary and dangerous, the corporation does not resharpen them and recommends that Satimo users buy new blades when their old ones become dull. New Satimo blades



Keystone Satimo

have such a keen edge, hold it so long, and are so cheap, that it is contended that reshapening is not true economy. The blades retail at \$1 per dozen.

"JOE WELSH" LEADER HAS NATIONAL REPUTATION

Joe Welsh leader has a national reputation, and every sportsman, every fisherman, knows there is nothing better.

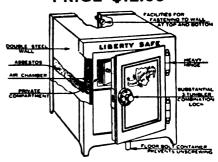
It casts perfectly, is strong, tough, durable and invisible in water.

In handling the Joe Welsh leader there is never any apology, any excuse necessary.

Joe Welsh is the exclusive agent in the United States and Canada for this famous leader, and will be glad to give full information to any of our readers upon request. Address him at Pasadena, California.



PRICE \$12.00



Sectional View Showing Substantial Construction.

A PROTECTION FOR YOUR LIBERTY BONDS

The Lazarus Manufacturing Co., of Cleveland, Ohio, have placed on the market an all metal Home Safe. The manufacturers state it is fire and burglar proof, can be bolted to the floor or side wall and a protection every home should have.

This safe should prove an ideal protection for Thrift Stamps and Liberty Bonds and as their literature states, bonds are negotiable and if stolen can be spent the same as money, if destroyed by fire, cannot be replaced.

The price of this safe is \$12.00 and until the trade is fully supplied they will make shipment direct, prepaying transportation.

A RAKE IN DEMAND

C. A. Hazlett Dandelion Rake Mfg. Co., Kearney, Nebraska, are having much success with their Dandelion Rakes.

This rake is the result of years of experiment, and is one that is in demand by gardeners and houseowners.

These rakes may be secured from all leading jobbers throughout the West, or the manufacturers at Kearney, Nebraska, will be glad to give full information to any of our readers upon request.

If a man has paregoric for sale he can afford to talk about green apples.



ISSUES SPECIAL CHRISTMAS CATALOG

Department store buyers, hardware merchants and other dealers throughout the country that make a specialty of handling aluminum goods are the recent recipients of a special catalog, which is proving a most timely aid in stocking up for the impending holi-

day season.

This catalog is issued by the Aluminum Goods Manufacturing Company of Manitowoc, Wis., and features the many articles in the Mirro line that will appeal particularly to Christmas buyers.



Attractive Cover of MIRRO Christmas Catalog

As this will be a wartime Christmas, the demand for aluminum goods will be stimulated, since they are both useful and attractive, thus reflecting the thrift of the nation and the spirit of the yuletide.

As a further stimulus to holiday sales, the makers of Mirro are packing their tea and coffee pots, double-boilers, tea kettles, casseroles and other articles in individual holly boxes that will appeal to the purchaser and recipient alike.

The Mirro Christmas catalog lists appropriate articles for all—coffee pots, tea pots, tea kettles, double boilers, casseroles and other cooking utensils; ash trays, cigar and cigaret cases, shaving mugs and mirrors and ink stands; even to miniature cooking sets and doll dishes.

The cooking utensils, stamped with the Mirro trademark, already enjoy a wide and growing popularity, largely due to such exclusive features as the welded spout, hinge and handle socket, no-burn knob and flame-guarded detachable handle. They are made in both colonial and plain design.

SAMSON PUNCH

The Machine Appliance Co., 351 J St., Brooklyn, New York, report an increased demand for their powerful Samson Punch.

It is adapted for punching any sheet metal, leather, paper, fabrics, and has a wide variety of uses.

It punches an accurate, clean, burr-free hole with minimum effort. It has seven interchangeable sizes of dies from 1/16" to 1/4" diameters. They are nickel plated, simple in construction, and are sure to please one's customers. They need only to be displayed to make sales.

WINCHESTER \$1000 WINDOW DISPLAY CONTEST

In the opinion of a great majority of Sporting Goods dealers, one of the most effective means of bringing business from the street into the store is the appeal made to the purchaser through the medium of the display and arrangement of the goods shown in the window.

For some reason or other, it appears that this form of exciting the latent buying interest of the general public is not given as serious consideration or as intelligent attention among some branches of the retail trade as it is by others.

The modern department store, for example, deems the window and its attractive trimming one of the most valuable business getting assets it possesses, whereas, on the other hand, there are many merchants, even in our progressive retail sporting goods fraternity, who do not attach any great value to this sales-creating

and profit-pulling power.

It is with just such a thought in mind that the winchester Repeating Arms Company, of New Haven, Conn,. is this season offering one thousand dollars (\$1,000.00) in cash prizes to Winchester dealers for photographs of the windows most effectively trimmed with Winchester goods and with the unusually elaborate window display material which is furnished free by that Company.

Our information is that in this coming contest, ten prizes are offered. In these are numbered a first award of one hundred dollars (\$100.00); a second award of fifty dollars (\$50.00); the remaining eight prizes scaling down to four final prizes of five dollars each.

In addition to the first one hundred dollar money, a super-prize of an extra hundred dollars is to serve as a special incentive for the contestants who enter the lists. This super-prize is given for the best window, irrespective of the size or class of city or town from which it comes.

The classifications of towns and cities are in four divisions. The "A" class represent dealers located in towns of over 50,000 population; the "B" class in towns of from 10,000 to 50,000; the "C" class in towns of from 2,500 to 10,000 and class "D" in towns under 2,500 population.

Thus it will be seen that in this contest, every Wincuester dealer has an equal opportunity to compete. Each, whatever the size or character of his store or wherever he may be located, has as fair a chance as has any other to come within the list of money winners.

The real purpose of this endeavor, according to its sponsors, is to focus more earnestly the mind and thought of the trade on the store window as a genuine and active sales-making element in the conduct of current business, and through demonstrating the value of a properly dressed window in this particular case, to bring home to such dealers as may not now be paying a sufficient amount of attention to this phase of their activity, a realization of the fact that the sales appeal in the window is just as important as the verbal sales persuasion exercised by the salesman or the owner within the store.

An announcement containing all the details of the Winchester contest to all Winchester dealers throughout the country is now being mailed.

NOAH'S PITCH

This is a plastic, fibrous cement that is indispens-

able in the home, in fact every building on the place.

The uses to which Noah's Pitch may be put in stopping leaks, especially in this kind of weather, are innumerable, and the dealer will find it need only have the attention of his customers directed to it to make increased sales.

The Carey Mfg. Co. will be glad to send a sample to any of our readers upon request.

Business Opportunities

A live and experienced hardware man, not subject to draft. Meyer Bros., Gooding, Idaho.

We can sell your business for cash no matter where located. No publicity; describe fully in first letter. All correspondence confidential. Herbert, Webster Herbert, Webster Building, Chicago, Illinois.

WANTED

Hardware and implement salesman who is willing to make good. Country town. State experience and salary wanted. Address "A. G.," care HARDWARE WORLD.

WANTED

Salesmen on Commission, as a side line. Those who visit large jobbers and retailers, to sell patented boiler tube plug. State territory covered. Thomas A. Webb, 122 Commerce Street, Newark, N. J.

POSITION WANTED

By an experienced hardware man, who can fill a place full. Have had nine years' experience. Married and can furnish best of references. Address "P. A. C.," care Hardware World.

FOR SALE.

Clean hardware stock in the best terminal port city in Southern California.

Will invoice \$15,000.00 in merchantable hardware. For particulars write.

Address: HARDWARE WORLD.

FOR SALE

Old-established plumbing and sheet metal business in city of 5,000. Centrally located in U. S. Reclamation project. Best farming, mining and commercial trade. \$2,500.00. Address "X," care HARDWARE WORLD.

GOOD, RELIABLE HARDWARE MAN WANTED

We want a good reliable hardware man, capable of taking charge of the buying as well as the selling end. We should like him to have some knowledge of implements. Salary \$125 per month. Give full particulars, such information as you would want were the position reversed. Address G. F. Company, care HARDWARE WORLD.

POR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

FOR SALE

Old established Hardware business doing forty to fifty thousand dollars business a year. In one of the best towns in Northern San Joaquin Valley. Stock will run twelve to fifteen thousand dollars. Address "L. H." care HARDWARE WORLD.

FOR SALE

Owing to the continued ill health of the owner, will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

FOR SALE

General Hardware Stock, Auto Accessories and Fix-tures. Located in one of the best oil field towns in Northwest Texas. Also in a good farming and cattle country. Stock inventory last January was \$20,000. Fixtures, \$2,500.00. Sales last year, \$92,000. Sales first eight months of this year, \$90,000. This is a clean, up-to-date stock and the business was established seven years ago with a \$2,000 stock. Will sell at invoice price. No trades considered. Have lease on store building. Address 1304 18th street, Wichita Falls, Texas.

TINNER WANTED

A first class, sober, reliable sheet metal and furnace man. One who can do estimating. In one of the best little cities in Central California. Opportunity to invest in the business if wanted. State salary invest in the business if wanted. State sale wanted. Address "L. C." care HARDWARE WORLD.



"Fibrotta" Pails

Will build up your trade and increase your profits. They are very durable, because they are made in one piece under tremendous hydraulic pressure. They have a hard glasslike mahognny surface, which can be washed casily and kent sanitary. which can be washed easily and kept sanitary. They do not rust, swell, warp, leak, or dent out of shape.

"Fibrotta" Fire Pails, opittoons, Waste Baskets, etc., possess the same characteristics as "Fibrotta" Pails. Write for "Fibrotta" Catalog.

CORDLEY & HAYES

Cooler Headquarters - 40 Leonard Street, New York City

"LENOX"

"The Blade in the Plaid Box"

Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior QUALITY and UNIFORMITY, which, coupled with an UNEQUALED SERVICE on deliveries and a package that is DISTINCTIVE—they have given both the Dealer and his Customer "just the Hack Saw they have been looking for." Manufactured by :

AMERICAN SAW & MFG. CO., Springfield, Mass.

Direct Factory Representative for Pacific Coast, CALDWELL SALES CO., 320 Market Street, San Francisco Cal.



"Cinching" the Profits

T IS a common every-day "happenstance" to almost every shop to find that the time limit on the job has been exceeded by the men doing the work.

For the past ten years, or more, to the writer's personal knowledge, master plumbers and fitters all over the United States and Canada have puzzled their brains to devise some system or scheme that would speed up the work so that it would break even with the amount of time figured in their estimate.

In a few instances they have succeeded—but for every such success there has been a hundred failures; which would seem to point a moral, i.e.: that the efforts are mostly in the wrong direction.

By mere talk alone one is not going to arrouse sufficient interest in the journeyman to cause him to speed up and supply the lost time on the job.

No, indeed! Most journeymen, to use one of their favorite modes of expression, "don't give a d—m whether the job comes out on time or not. To ell with it!" This attitude seems quite common, no matter whether work is plenty or shy.

It is useless for the boss to kick, for if he kicks too hard, the man, or men, will quit and secure other jobs. However, there is a way to smash this indifference and want of interest in the work and that remedy is "DOLLAKS." Any man will work harder for more money. Put him so it is a matter of his own time and the raking in of the dollars and you will see the work improve, the interest aroused and the jobs done in less time than the estimate made and without extra cost to the shop. For instance: There is seldom a steam or hot water or vapor job of heating but that by planning and "getting a gait on," can be done in less time than was consumed. The thing to do is to avoid lost time on a second job.

An Experiment That Paid

A few seasons since the writer had charge of a certain large job of vapor heating. There was over 1000 radiators on the job, besides numerous coils, ventilating stacks, etc., etc. In setting the radiators I found that the men were only doing three radiators per day, which was a hold-up. I tried it out and found that without any extra effort I could set eight in eight hours' work. Then I called up the men and told them that they would be paid so much for every radiator they set and if they didn't care to do the work that way their money was ready for them at the office. Say, they piled into the work and some of them made over \$12 per day.

The dollars they could make extra aroused their interest in a manner that no amount of coaxing or "bawling out" could have done. The writer carried the tools as a steamfitter for over 15 years, during which time he worked in nearly every state in the union. Out of fairness to the men, I want to state that in all that time and for all the different bosses I had, but two ever even thanked me for "speeding up" and getting the job done ahead of time.

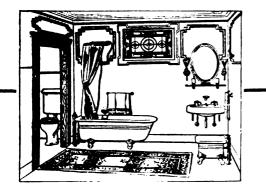
One of those instances happened in the state of Georgia. I got a steam job completed two days ahead of time and the boss said "well done," and then handed me out a cigar. That was the last act he ever did for me, for I quit immediately.

The other instance happened in Nebraska. There I also did a job and came out ahead and the boss put his hand in his pocket and spilled me a ten spot. I think I stayed with that shop over a year and I recollect that he was a mighty good man to work for.

Pair Treatment Pays

The boss who thinks his entire duty to his men consists in paying them a few measley dollars promptly every Saturday is not going to be the boss who will be very notorious for having his work completed ahead of time, believe me.

In many heating and plumbing contracts the master is allowed a "bonus" provided he can get the work done at or sooner than a certain specified date. I have been able to call to mind but one or two instances of where the master has passed the same chance along to the men and given them the chance to cop any



Much Depends on Quality

1N

"Our Faultless"

Plumbing and Heating Supplies

Quality is uppermost. Coupled with this is the prompt and thorough SERVICE we are equipped to render in every transaction entrusted to us.

M. L. KLINE

30 Years Wholesaling Plumbing and Heating Supplies in Portland

84, 86, 87, 89 Front Street

Portland, Oregon

Garden Hose Valves

Recognized Quality

Which command repeat orders for you.



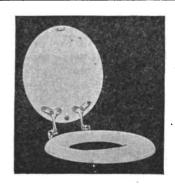
Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.







SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it. Satisfaction in a superior product brings the buyer back again and again.

Jobbers, plumbers and merchants cannot afford to handle inferior goods, even if they cost a little less. But Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you. Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. Pyralin Fixtures are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

C. F. CHURCH MFG. CO., HOLYOKE, MASS.

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

bonus. But I most certainly believe that any master who is willing to make the extra work and speed worth while by either putting it on a piece-work basis, or giving a bonus, or perhaps both, that master will be agreeably surprised by the result.

When it became necessary, in many shops, machine shops, munition factories, etc., etc., in the East to speed up the output, it was found that piece work was the only means by which the same could be done.

I recollect that, in one factory, the mere trucking of the output always lagged behind. In one certain department they had six truckers and could never keep things cleared up. They paid the truckers \$4.50 per shift. trucking was placed on the piece-work basis. Two men did the work, making on an average, \$10 per shift. Now, which paid the company better, to allow the two truckers to make \$20 per shift—and get the work done—or pay six men \$27 and have the work never completed thoroughly at the end of the working period?

It seems to me that any master plumber or fitter of average intelligence could, if he so desired, work out a system whereby the bonus factor could be taken advantage of in a manner that would be of great advantage to both himself and his men. Certain it is that persuasion, force, "cussing out" have all been tried many times—and all failed. Why not take a gamble on something else! Give it a trial, anyway, and say—a whisper—don't try and scoop up all the profits yourself. Fix it so the men can make something. Give them a run for their money, if you expect to gain anything for yourself.

In times of close competition it quite often develops that all the profits of the job consist of what can be saved by the journeyman on time. I have known of very many such jobs located most everywhere. It takes the spirit right out of a journeyman to be informed that the job is so "short" and if the master wishes to "cinch" the profits on all such close figuring he has sure got to make it of financial interest for the journeyman to work his head off in an endeavor to pull the master out of the hole of his own poor estimating or perhaps greed for work has landed him.

Self interest is one of the greatest forces in the world to break up indifference. If you don't believe it, Mr. Master, try it out on your shop men this Fall and see just how it works.

It was past midnight when the new Irish sentry heard footsteps.

"Halt! Who goes there?"

"Officer of the day," came the reply.

THE KIND OF CO-OPERATION NEEDED

"We need among business men a better understanding of purpose; unity of action, with closer attention to working details." says Chas. S. Keith.

"Labor organizations carry out their purposes more successfully. Twenty per cent of union labor leads the other 80 per cent, and generally succeeds in its undertakings; this, because those who falter or fail are branded as 'scabs,' and their families are ostracized and

covered with shame and ignominy.

"Would to God we had some similar power to force our business men to such a successful co-operative effort for the common good! These men give freely of their time, which is their capital, as well as their money, giving many times more of both than their employers. Can't you see this is why labor wins? They put forth united effort.

"Are we less intelligent, or are we more selfish than they? We will not admit our lack of intelligence. We must concede our selfishness; but, if conceded, our acts do not display intelligent selfishness, because our interests lie in the results of the character of co-operation we do not fully accord. What is the answer?

"I am appealing to you for a higher order of co-operation than you have heretofore given. I appeal to you for that co-operation founded upon the teachings of Christ himself-charity to your fellow man and confidence in his integrity until shaken by direct evidence to the contrary. I appeal to you for something greater than money—I appeal to you for personal service as well as financial support. Give the association this kind of support, with proper definition of purpose, and it will be a power for good, not only in the industry, but in the land."

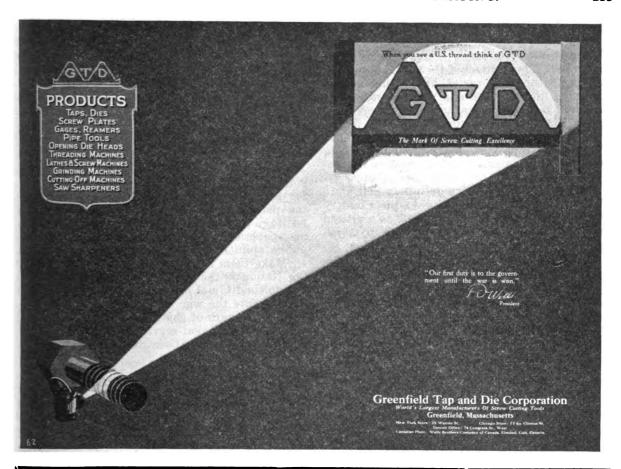
THE LOVE OF A BUTCHER BOY

Deer Heart, I'm in an awful stew, How I'll re-veal my love for you? I'm such a mutton-head, I fear— I feel so sheep-ish when you're near, I know it's only cow-ardice, That makes these lamb-entations rise, I dread a cut—let me explain; A single roast would give me pain; I should not like to get the hooks, And dares not steak my hopes on looks. I never sausage eyes as thine. If you would butcher hand in mine And liver 'round me every day, We'd seek some ham-let far away; We'd meat Life's frowns with Love's caress And cleaver road to happiness.

It's not what you have done that countsit's what you are doing now.



[&]quot;Officer of the day," repeated Pat. "What in blazes be ye doin' out at this hour of the night!"



The Banner of Merit

SHOWING

The Official Award Ribbon

of the

Medal of Honor

Trimo Tools

AT THE

Panama - Pacific International Exposition

SEND FOR CATALOGUE NO. 777







"Honor Awarded Means Merit Rewarded"

LOOK WELL TO YOUR VOTE

The most important election in the history of the United States will take place next November. The conduct of the war and, in fact, the very future of America, are dependent, not only upon the election of a war Congress that will enact necessary laws, but upon the presence in the National Legislature of men of vision, ability, and broad experience, who are the best qualified of our citizenship correctly to solve the great internal and international questions that will come before the next Congress.

In no way can you more definitely and more adequately show your loyalty to the Country and exercise your highest privilege as a citizen than by looking well to the manner in which you vote during that election.

It is in your hands, loyal citizens of this Republic, to insure the success of our present great enterprise and to prevent the disaster most likely to follow the election of incompetent, unfit, or disloyal men to Congress, by voting only for candidates whose loyalty, intelligence and honesty are above suspicion.

Loyal citizens are in the vast majority in this land. Loyal citizens are energetically backing every effort being put forth by our Government to win the war, to defeat autocracy and to strengthen democracy. It is simply a question of marshaling our loyal citizens for a winning drive at the polls at home, as earnest and as determined as our gallant soldiers are driving now at the front in France.

In the words recently spoken by Elihu Root: "There is one great, single, predominant qualification for and election to the next Congress, and that is a loyal heart. I don't care whether a man is a Democrat or a Republican or a Progressive or a Socialist or a Prohibitionist, or what not, he must have a loyal heart or it is treason to send him to Congress.

Democrats and Republicans and all loyal men should get together, and agree upon the loyal man of one party or the other who is the surest to carry the district, and all unite on him without regard to party.

The one thing only is to win the war, and put men in Congress who will represent the driving power of the American people; the driving power that is behind Congress, that is behind the Administration, and that. God grant, may make itself felt behind the men who are puttering over contracts and lingering on the road to Victory. The great thing is to make the Germans feel that the hundred millions of America are going, as one man, to beat them, to make every American feel that all the rest of the hundred millions are with him in his mightiest efforts to beat the German."

There speaks the heart of America; there breathes the spirit of Americanism. Can you feel less, do less, and still call yourself an

American ?

Look well to your vote.

Never was it as precious as now. Never was it more powerful than now. Never did it mean more to your Country and to the world than now. Don't waste it. Don't use it thoughtlessly. Above all else, don't use it treasonably—for to vote other than for what your loyalty tells you is the best interest of your Country next November would be nothing short of treason.

And don't wait till the polls open to use your influence to make the next Congress "safe for democracy." Begin working now. Assume the personal obligation of speaking with, or writing without delay to, political leaders, newspapermen and others who form or marshal public opinion in their Congressional districts.

Make them realize sharply that the need of the Nation is that election of men of absolute and unconditional loyalty who are determined to prosecute the war to Victory, and who possess the strength of character and unquestioned ability to be of real service to the Country in this crisis. Every citizen can influence results directly to this end.

This is no time for narrow partisanship, no time for temporizing, no time for "playing politics." It is a time for soul-searching, for soul-testing, for Americanism, militant and uncompromising and unquestioned Americanism.

Vote in November as an American. Kill pro-Germanism with your ballot. Add to your will to win, a vote to win.

The American citizen who votes next November primarily as a partisan, votes against the lives of our soldiers in France and our sailors on the seas. The American citizen who votes next November for an unfit candidate for Congress, votes for the kaiser, for Prussianism, for all that is un-American, all that is undemocratic, all that is menacing to our national ideal and institutions.

Look well to your vote.

WILL REFUSE ALL MAIL ORDER ADVERTISING

The Butterick Publishing Co. announce that hereafter all mail order advertising will be excluded from Everybody's Magazine.

A little over a year ago they made a similar announcement with reference to their other publications, among which was the Delineator, the one with the largest circulation and best known.

This met with instant approval of retail merchants, and particularly among retail hardware dealers.

We know that their announcement that mail order advertising has now been excluded from Everybody's Magazine will be read with interest by thousands of our subscribers.



Or is it unsightly because of old fashioned plumbing fixtures?

Modernize your bathroom by having us install

PACIFIC

Plumbing Fixtures in your home.

HIS is only one of the many electros we will furnish you free if you want to go after the remodeling business.

We'll furnish you with blotters, slides, circulars and animated films that'll produce some profitable business for you. And we'll supply them all free.

Write for complete information. Address the Advertising Department.

PACIFIC 19



PLUMBING FIXTURES

FOR SALE BY ALL JOBBERS

Main Office and Show Room 67 New Montgomery St. San Francisco, Calif. Factories
Richmond and
San Pablo, Cal.

Branch Offices, Portland and Los Angeles

HODE

GAS or OIL or WATER or STEAM

is absolutely safe where

Rhode Island

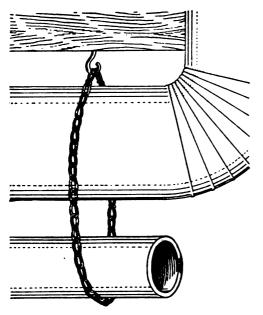
UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



SPECIAL CHAIN MADE FOR HANGING PIPE

From a close analysis one finds even chain has its limitations as well as its adaptations.

This is brought out rather forcibly by the recent announcement of a special chain designed and placed on the market for the sole use of "suspending" or

"hanging pipe."

Former methods of supporting pipe have offered many difficulties which are very evident to anyone who has had any experience in this line of work. The demand for a better method of hanging pipe has brought out numerous patented devices, but none has been materially successful in overcoming these difficulties.

Chain used for this purpose has proved in every way superior to other devices. Bulldog Chain used in combination with screw eyes offers a pipe hanger which excels by far any other pipe hanging device on the market.

Bulldog Chain is more economical than other pipe hangers. It is furnished in reels from which the desired lengths can be cut as required. It will be seen that there is no waste which must be cut off or lapped over as is the case with other hangers.

This chain used as hangers is quickly and easily placed in position. A screw eye is screwed into the ceiling or beam above the pipe. The chain having been cut to approximately the desired length, it is looped around the pipe and both ends of the chain are slipped

onto the hook of the screw eye.

Being extremely flexible, Bulldog Chain can be used where other types of hangers could not be put up. In cases where there are temporary or unstable obstructions between the pipe and the place to which the hanger is to be fastened chain can be passed around the obstruction.

The ease which Bulldog Chain pipe hanging chain can be put up, taken down and adjustments made, adapts it admirably for temporary work in mill,

factories, etc.

A most meritorious feature of Bulldog pipe hanging chain is the ease with which the level of the pipe can be adjusted. By removing the chain and simply tightening or loosening the acrew eye the level of the pipe can be raised or lowered any desired distance. Larger adjustments can be made by drawing in or leaving out additional links. Where there is a liability of consid-

erable change being necessary it is advisable to cut the chain several links longer than the desired length.

Not only are vertical adjustments easily made with Bulldog Chain hangers, but horizontal adjustments are also greatly facilitated. The extreme flexibility of the chain allows the pipe to be moved several inches without making any change in the length of the chain and without shifting the location of the screw eye. This will be found of great benefit when it is desired to shift the position of pipe suspended from open joists as it does away with the use of cross pieces to which the hanger is fastened. Corners and curves in the pipe are also easily taken care of by the flexibility of the chain.

The facility with which it may be adjusted admirably adapts it for use in supporting steam or hot water pipes. Adjustments can easily and quickly be made to correct differences in level caused by contraction and expansion. It is made by The Cleveland Galvaninzing Works Company, Cleveland, Ohio.

Bulldog Chain is made from finest quality cold drawn steel wire. The links are formed with special Bulldog Tie which cannot pull out. They are very light and flexible and for this reason are easy to put up.

The Galvanized finish of the chains admirably fits them for use on water pipes which are liable to "sweat" or in damp places as the finish prevents rust and corrosion.

"KEEP OFF THE GRASS!"

That sign has been indelibly printed on our memories since we were children.

However, lately it has been discovered by men who make a careful analysis and study of advertising and slogans of this sort that the old "Keep Off The Grass" sign was negative, and in many cases, it did more harm than good. It was a command which aroused the ire of people. It did not appeal to their finer senses of preservation, nor to their good judgment.

So in line with many other modern thoughts of the day, this slogan has been changed. Now we are beginning to see neat signs reading,

"Please Let Me Grow."

In place of the small boy deliberately tramping on the grass in volation of the command, "Keep off," he now reads this new sign and stands up at the edge of the grass and defends it against all comers.

It is in line with modern thought and suggestion. The retail merchant will do well to ponder and consider. Times and methods are changing rapidly. He and his business must change with them; he must keep abreast of the times.

PERFECTION IN GAS HEATING

Foss & Jones, of Pasadena, Cal., have an interesting proposition to make to murchants and dealers on their Gleewood Gas Floor Furnaces.

These furnaces have points of excellence and merit. There are no odors and it represents the latest achievements in health, comfort, convenience and economy to every householder.

There is a ready sale in these, and they will be glad to give any further information to any of our readers upon request.

WHICH ARE YOU?

There are two kinds of men in this world

The Man Who Has No Enemies

is the man who is no good to himself or his country. He agrees with everybody and everything. If you ask his opinion on a subject, he finds out your view of it and then agrees with you.

He never does anything, so it is impossible to find fault with his action.

He never says anything; consequently none have a chance to take exception to what he says.

He is a do-nothing and a say-nothing.

His idea of life is just to simply breathe, eat and sleep until his anatomical machinery wears out, and then die.

The Man Who Has Enemies

is the man who does things—who makes things happen; who brings things to pass; a big cog in the wheel of progress.

He has plans and strives to put them into execution. If he meets opposition and obstacles, so much the better—the greater the obstacles, the greater become his efforts and determination to succeed.

He thinks things and has the nerve and manhood to express his thoughts, not stopping to inquire who it does or does not suit.

THE AD AND THE MAN

He saw the ad from day to day
And muttered: "I defy it.
Their stuff may be just what they say,
But I'm not going to buy it."
As time wore on he made remarks
It would not do to mention,
For he was mad because that ad
Was forced on his attention.

But in a week, or two, or three,
He said: "There's no denying
The way that ad gets hold of me
The stuff may be worth trying."
For just about a fortnight more
He dared mere words to win him,
And then the ad completely had
Aroused the spender in him.

Next day he drifted in a store
And quietly expended
A few big iron dollars for
The stuff the ad commended.
He found it filled a long-felt need,
Its excellence surprised him,
And now he's glad because the ad
So deftly hypnotized him.
—James J. Montague.

He who has lost confidence can lose nothing more. He who has found it can win everything.



Lend

the way they Fight

The fighter has no time to count the cost as he jumps into the unknown, as he springs to success—possibly to death.

Ever worry about meeting a Liberty Bond payment?

Think once more of the man who does not worry about meeting death.

Buy bonds to your utmost — and save to your utmost to pay for them and KEEP THEM.

This space contributed by CRESCENT TOOL CO., Jamestown, N. Y.



LACK OF MOISTURE IN HOT AIR

Editor Questions and Answers — Will you kindly give me some points relative to the needed moisture required in the warmed air of a heated dwelling, and greatly oblige,

JOHN A. BISHOP.

This is a point that is greatly neglected in most house heating, the contractors generally think of getting the air hot. Generally speaking, heated air will hold over 70 times as much moisture as cold air, or, to put it another way, it has the capacity for over 70 times as much. If it doesn't get the moisture easily it proceeds to take what it can get just wherever it can find it—from plants in the room, the furniture, the windows, your body—that is why sometimes when the thermometer shows 70 the house feels cold. If your heater is not arranged to supply a sufficient quantity of moisture to the house, better call in a first-class heating man and let him remedy the defect.

DISCHARGING AIR FROM RADIATORS

Editor Questions and Answers—Many times there are impurities in the water which is used in our house heating boiler. Now when the air is let out of the radiator it makes a very disagreeable odor. Can you suggest any way out of this without too much trouble and expense as the job has been in for several years.

E. R. CRAWFORD.

You can get air valves that are so constructed that the discharge end of the air valve can be fastened to a piping system for the air valves.

These pipes can be run into one air main which can be carried to the cellar and let discharge into a sewer. We would suggest that the pipe discharge through an S trap if it is to be passed into a sewer. If this does not appeal to you the air is some times discharged into the chimmey. If the latter the pipe must be looked after frequently as the opening is liable to become clogged with soot.

SAVING FUEL

Editor Questions and Answers—We are thinking of getting some cards printed to send to our friends and customers, said cards to relate to the saving of fuel this winter, and would thank you for any items you consider it well to embody in the card. MRS. GREINER.

We do not suppose that we can hit all the points, but we will give a few that seem quite important. The following can be used:

- 1—Put heating apparatus in thorough repair.
 - 2—Clean the apparatus from top to bottom.
- 3—Use the best fuel obtainable and secure enough, early, for the winter season.
- 4—When building a fire put in enough fuel to run twelve hours. Run banked fires.
- 5—Have a competent person run the apparatus. Don't let everybody monkey with the job.
- 6—Don't pinch the fire too hard at night. It is a mistake to allow the house to get too cold.
- 7—Close up all the rooms that are not needed.

WASTES TOO MUCH WATER

Editor Questions and Answers—Last year we had a new plumbing job put in our home. Now, when we have to draw hot water from any spigot it takes a long time for the hot water to come. I notice on some other jobs that they get hot water almost at once when they open a hot water spigot. Will you tell me just why my job don't work similar?

JANE HOPKINS.

The reason is that the plumber who put in your job was either pretty much behind the times or else he didn't want to go to the pains of putting you in what is called a circulating system for hot water. As your pipes probably are, there is always a long line of cold water in the pipe between the faucet and the boiler. This must be drawn out before you can get any hot water at all.

COVERING WATER SUPPLY PLUMBING PIPES

Editor Questions and Answers—Can you give me any definite reason why plumbing water pipes are not covered? C. H. FORD.

Principally because the owner don't want to pay the extra cost. As a general proposition the hot and cold water pipes on a plumbing job are not covered. There is no reason why they should not to our notion other than the added cost. Certainly the covering would be of benefit to both the hot water pipes and the cold water pipes as is easily demonstrated by any one who has lived through a summer and winter with modern plumbing in the house. You can get an estimate on the covering of the pipes from the plumber you have the most confidence in and we believe that covered pipes will give you more satisfactory results.

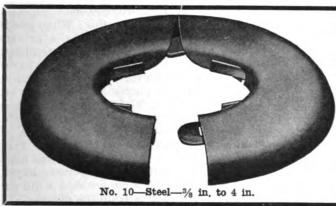
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They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

thread desired.
All sizes up to and including 4-inch carried in stock.
No Special Packing Required. Ground Joint Coupling, which is always tight.
No hammering. Renewable Seat of Steam Metal. No Singing or Whisting. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY Bacon and Plimpton St., Waltham, Mass.



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with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand? Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

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The Most Practical Line Manufactured

Since 1876 we have spent large sums for experimenting. We, therefore, control many patents covering improvements which no other manufacturer can equal. We give you the benefit of those improvements without charge. Our superior charge. Our superior quality is therefore within reach of all.

On account of our quality, the Government and its Allies are favoring us with many orders. Our plant, there-



Patented No. 2 Furnace.

fore is quite congested. You should place your order NOW with the jobber for your future wants so as to allow him plenty of time to obtain such goods from us. Your jobber will supply at factory prices.

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Dependable Tanks



If you desire the best, choose our

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Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

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Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa. Factory, Oakmont, Pa.

YOUR STATUS WHEN THE GOVERNMENT SEIZES GOODS YOU HAD BOUGHT

(Copyright by Elton J. Buckley)

An important factor just now in getting goods is that ordinary private buyers have to compete with the Government for their supplies. This is so in almost all lines, for the Government is today a buyer for almost everything. A manufacturer who has arranged to sell certain merchandise to customers is suddenly told that the Government needs his goods, and the mix-up which results has in several cases gotten into the courts. The situation extends both to the wholesale and retail buyer. A jobber will contract to buy certain goods from a manufacturer, who later finds himself unable to deliver because the Government serves notice that it will require his goods for the service. The jobber, expecting to get the goods, has arranged to sell them, and in some cases has sold them to his own customers. The Government upsets both the jobber and the retailer, and this question arises: Where this happens to a jobber, has he any recourse against the manufacturer for breach of contract; and where it happens to a retailer, has the retailer any recourse against the jobber, the cause of both the manufacturer's and the jobber's default, remember, being the taking of the goods by the Government for war purposes.

An interesting case has just been decided which throws light upon the first half of this question. Let me say before I discuss it, that there has been a disposition to separate into two classes cases where the Government took goods: First, cases where the Government contracted for them like a private party, and, second, cases where the Government commandeered or seized them, not under any contract, but under its sovereign right in war time. The law has always been that where a seller had sold goods to a private buyer, and, before they could be delivered, the Government stepped in and seized them, the seller was relieved from responsibility. It has never quite been the law, however, that when the Government had merely contracted for goods as a private party, the seller who delivered them to the Government instead of to the private party, was relieved from responsibility. The case I am about to report removes the distinction between these two classes, and rules that if the Government buys or takes the goods at all under peremptory conditions, whether by commandeering or buying, it is tantamount to a forcible taking, and if the goods taken had previously been sold to a private buyer, the latter has no recourse against seller.

The case referred to arose in New York State. The Moore Knitting Co. several months ago sold certain underwear to the Roxford Knitting Co., of Philadelphia. After the contract was all made, the Government notified the Moore Co. that it would require large quantities

of underwear, and that these requirements must be filled before private buyers got any. Twenty thousand dollars' worth of orders had been delivered to the Roxford Co., and a large quantity more was due. The Moore Co. of course shut down on deliveries and sent everything to the Government. The Roxford Co. demanded delivery of the balance of its order and when delivery was refused, declined to pay for the \$20,000 already delivered, on the ground that it had been damaged much more than \$20,000 by the Moore Co.'s failure to deliver in full. The Moore Co. then sued the Roxford Co. to recover its \$20,000 and the Roxford Co. defended on the ground that the Moore Co. had defaulted on its contracts and that its default had cost it, Roxford, \$60,000.

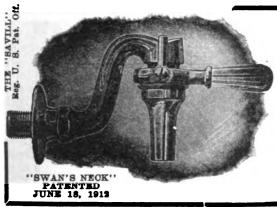
The question at issue was this: When goods which have been contracted for by a private buyer have to be delivered to the Government, under Government order, has the private buyer any right against seller for breach of contract.

The court in this particular case said no, and its theory was that the Government's notice to the seller that it would require the goods, though it did not take the technical form of commandeering, practically amounted to that, and as it amounted to that, the seller was helpless and could not deliver to its private buyer, therefore was not responsible because it did not deliver. The following is from the decision:

The transaction between the Moore Co. and the Government in substance, even if not in form, were commandeer orders under the Federal Statutes. Since the Government officials and the mills plainly understood and intended the Government's wants to have precedence, the mere fact that a particular form was not followed or particular commandeering statutes mentioned is not conclusive. No particular form of order is required to bring the case within the Federal acts authorizing the commandeer, and where, as in this case, the real intention of the Government officials and of the mills was to bring the transaction under the commandeer power of the Government, that is sufficient.

So the Moore Co. was relieved from responsibility and the loss fell on the jobber. But suppose the Roxford Co., the jobber, had sold against these goods to retailers, and had likewise failed to deliver, would those retailers have been thrown out in the same way if they sued Roxford? I should say not, if the jobber had made the ordinary contract of sale with them, for the Government didn't commandeer any goods in the hands of the jobber, and therefore the jobber wouldn't have the same excuse that Even if the jobber the manufacturer had. had'nt had the goods delivered to him, he would still be liable on the contract to his buyer, unless he had put something like this in his contract:

Provided, that if the seller does not receive delivery of the said goods because they are commandeered by the Government before or after delivery is made to the seller and if by reason of said commandeering the seller is hereby absolved from all responsibility for non-delivery.



The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be
opened or closed just as easily with a finger, the wrist or arm.
Opens to full stream and shuts off in fraction of a minute.
"BAVILL" Faucets are a profitable and most satisfactory
line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

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No. 1 Fire Pot. List Price Each \$27.20. Ask for Discount

ASK YOUR JOBBER

For C. & L. No. 1 Fire Pot. It will give you the satisfaction you are looking for. It will soon save its cost in the saving of fuel alone. Remember you buy fuel often, but a Fire Pot only occasionally, and the user will soon save his cost in the saving of fuel alone. All leading jobbers will supply at factory prices. Send for catalog—it's free.

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Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

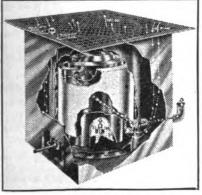
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Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

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276 Knowlton St. Bridgeport, Conn.

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"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

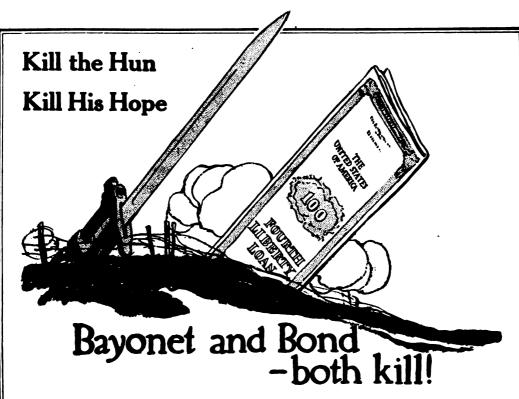
THE GLEEWOOD FLOOR FURNACE

Health-Comfort-Convenience-Economy

These points win instant favor and continued popularity.

Stock this new, valuable line. Cash in on its large profits. Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.



ONE KILLS the Hun, the other kills his hope. And to kill his hope of victory is as essential right now as to kill his fighting hordes. For while hope lasts, the Wolf of Prussia will force his subject soldiers to the fighting line.

We have floated other loans, built a great fleet of ships, sunk pirate submarines, sent our men across and shown the Kaiser's generals what American dash and grit and initiative can do. The Hun has felt the sting of our bullets and the thrust of our bayonets. He is beginning to understand America Aroused—to dread the weight of our arms and energy.

This is a crucial moment. Nothing can so smother the Hun morale, so blast his hopes, as a further message from a hundred million Freemen, a message that says in tones that cannot be misunderstood, "Our lives, our dollars, our ALL—these are in the fight for that Liberty which was made sacred by the sacrifices of our forefathers."

Buy U. S. Government Bonds Fourth Liberty Loan

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A strictly high grade torch sold under the maker's guarantee. If you want the best torshes on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List Ask for Catalog No. 4.

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For every wide awake and up-to-date mechanic to use C. & L. Fire Pots and Torches. Why! Because they will do your work quicker and better than any other make, owing to the fact that they produce hotter flames, using less fuel, and save you time and money. All leading jobbers will supply at factory prices.

List Price Each \$16.00 Ask for Dis-

Send for catalog-it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mick., U. S. A.

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks







BERGER BROS. CO.

Office, 229-231 Arch Street Store, 237 Arch Street. Warerooms and Factory 100 to 114 Bread Street PHILADELPHIA

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IF IT IS MADE FOR A STOVE RANGE OR **FURNACE**

You Can Get It at the

Largest Stove Repair House in the Northwest

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WRITE FOR OUR ORDER BOOKS

"WE KNOW THE STOVE REPAIR BUSINESS.

WE WELD ANYTHING

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WE WELD ANYTHING

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STOVE AND FURNACE REPAIR WORKS

We Furnish DUPLICATE ORDER BOOKS Free on Request "We Know the Stove Repair Business"

7E know your wants and can fill mail orders 99-100% correct and with dispatch.
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different Stoves, Ranges and Furnaces from Spo-15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

GET OUT THE OLD OAK STOVE

Get out the Old Oak stove, Dad,
And set her in the room;
The time we spend a haulin' coal
Is better spent near home;
There's dozens o' trees in the old south lot,
Halfway dead and bound to rot;
They'll make a fire blisterin' hot;
Get out the Old Oak stove.

Get out the Old Oak stove, Dad,
Let's quit a usin' coal;
Our Uncle Sam can't get enough
For all, to save his soul;
The less we use, the more he'll git;
A usin' wood may be "our bit"
To make the Kaiser throw a fit;
Get out the Old Oak stove.

Get out the Old Oak stove, Dad,
Grind up your axe for fun;
Put a bit of set in the old cross-cut
And help to lick the Hun.
There's a bug-killed hickory to use this year;
It's good as coal, or a blame sight near,
And it's got a crackle I like to hear;
Get out the Old Oak stove.

Get out the Old Oak stove, Dad;
The trees we take for wood
Had ought'a been cut long ago,
To do the woodlot good.
We'll clean up all the dead and down
And sell a load or two in town.
Let wood help knock the Kaiser down!
Get out the Old Oak stove.



The Star Heel Plate Company, of Newark, N. J., have just completed and are in their new office building. They have also increased other facilities to increase their production to supply the big demand for their well known Star Heel Plates, Cobbler Outfits, Lasts and Stands, Riveting Machines, Corn Shellers, etc.

It will pay some of the hardware men who have not as yet handled their products to get in line, and put in stock some of this firm's well known products which have made a world-wide

reputation.

Their latest catalog, No. 15, illustrating their complete line of Heel Plates, Cobbler Outfits, Lasts and Stands. Riveting Machines, Corn Shellers, etc., will be mailed immediately upon receipt of any request.

WOULD YOU REFUSE OR DELAY!

If you were "over there" and the order went forth, "every man over the top at 6:15!" Would you wait until 6:20 or 6:30—or refuse altogether? Then in the cool gray dawn you would face the "firing squad." A puff, a report—and you would have paid.

Over here—a refusal to subscribe to the Fourth Liberty Loan if you possibly can—will mean the "firing line" of millions of living patriots' eyes haunting you through time—and the eyes of thousands of our boys who have made the supreme sacrifice—haunting you

through eternity.

ONE REASON.

A tourist in the Yellowstone National park leaned over the back of a little old man's seat and said:

"You're a Jew, aren't you?"

"Yes, I'm a Jew," replied the little old man,

wonderingly.

"Well," said the tourist, "in the village where I come from there isn't a Jew—not a single one."

"That's why it's a village," said the little

old man.

Chas. Hinman has moved his plumbing shop at Escondido, Cal., to a new building, which will give him better facilities. He is keeping quite busy.

Teacher—"Johnny, how do they discover iron?"

Johnny—"Oh, I know! Father said just yesterday that they smelt it."



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OFFICIAL ORGAN OF THE WESTERN TRADE
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70 Fifth Ave. New York. 117 I. M. Van Nuys Bidg. Los Angeles 204 Scott Eldg.

220 Pacific Bidg. Vancouver, B. C., Canada.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

mmunition—		88 Colts Long 1.80	1.50	SHELLS, LOADED-
Blank Rim Fire- Black	Smkls.	88 Colts Police Positive. 1.25	1.85	Winchester Repeater or Remingt
22 Short\$.15	8	88 S. A W 1.20	1.80	U. M. C. Nitro Club-
82 Short	• • • •	88 S. & W. Special 1.45	1.55	12 8 drs. x 1 oz., 24 grs. x 1
82 B. & W	• • •	88 Winchester 1.65	2.05	oz., drop shot\$1.
88 S. & W	• ••	41 Colts Short DA 1.80	1.50	8 drs. x 1% oz., 24 grs. x 1% oz. drop shot 1.
88 Long Colt 1.20	• • •	41 Colts Long DA 1.60	1.75	3 % drs. x1 % oz., 26 grs.
44 W. O. F 1.50	•••	44 Bull Dog 1.35	• • •	x 11/2 oz., drop shot 1.
Shot Rim Fire-		44 S. & W. Amer 1.75	1.95	8 % drs. x 1 % oz., BB shot,
22 Long	.60	44 S. & W. Rus 1.75	1.95	drop shot 1.
32 Long 1.05	• • •	44 S. & W. Special 1.90	3.10	814. drs. x Buck shot, drop
Shot Center Fire-		44 Webley 1.50	•••	shot 1.
82 B. & W	• • •	44 Winchester 1.65	2.05	16 2 % drs. x % oz., 22 grs. x
82 W. C. F 1.80	• • • •	45 Oolts 1.95	2.10	% os., drop shot 1.
88 S. & W 1.15	• • • •	45 Colts Auto	2.50	2% drs. x % ox., BB shot,
38 W. C. F 1.50	• • • •	Center Fire Military		drop shot 1. 20 2 1/4 drs. x 1/4 oz., 18 grs., x
44 W. C. F 1.50		and Sporting-		_% oz., drop shot 1.
44 X. L		22 Savage	1.40	Winchester Leader or Remingt
44 Game Getter 1.50	1.60	250-8000 Savage	1.95	U. M. C. Arrow-
	2.00	25-21 Stevens 1.90	3.55	12 31/4 drs. x 11/5 oz., 26 grs. x
Rim Fire, Ball—		25-25 Stevens 1.90	2.55	1 1/2 oz., chilled shot 1.
BB Caps		25-85 Winchester	1.20	3 ½ drs. x 1 ½ oz., 28 grs. x
CB Caps		25-85 Short Range	1.20	1 % oz., chilled shot% 1.
22 Short		25-86 Marlin	1.20	16 2% drs. x % oz., 22 grs. x
22 Short H. P	:40	25 Remington Rimless	1.20	% oz., chilled shot 1. 20 2 % drs. x % oz., chilled
22 Long H.P	.45	6 MM U. S. N	1.85	SUUT
22 Long Rifle40		7 MM Special Mauser	1.85	2 % drs. x % oz., chilled shot 1.
22 Long Rifle H. P 45		7.65 MM Bel Mauser	1.85	Trap Loads-
22 W. R. F	.55	8 MM Mauser	1.85	12 3 drs. x 1 1/2 oz., 7 1/2 chilled 1.
22 W. R. F., H. P55		0 3/3/ 3/	2.05	3 % ars. x 1 % oz., 7 % chilled 1.
22 Win. Auto	.55	80-80 Winchester	1.85	Black Powder Loads-
22 Win. Auto, H. P	.60		1.85	12 8% drs. x 1% oz., drop shot 1.
25 Short Stevens		30 Government Rimless	2.05	Caps and Primers— Percussion
32 Short		308 Savage	1.85	Musket Caps
82 Long		32 Remington Rimless	1.85	Primers, 100 in box35
88 Short 1.00	•••	82-40 Winchester 1.05	1.20	Primers, 250 in box80
88 Long 1.00	•••	82-40 Winchester HV	1.85	Empty Paper Shells-Black Pow.
41 Short 1.05	•••	82 Winchester Slf. Ldg	3.45	12, 16, 20 Ga. per 100 1
Center Fire Pistol-		32 Winchester Special	1.85	10 Ga. per 100 1. For Smokeless Powder, Repeater
22 Win. 88 1.80		88 Winchester	1.80	Nitro Olub—
25 Colts Auto	1.85	85 Remington Rimless	1.55	12, 16, 20, 28 Ga. per
25-20 Single Shot 1.55	1.75	85 Winchester	1.95 2.55	100 1
25-20 Win HV 1.85	1.60 1.75	851 Winchester Sif. Ldg	2.85	10 Gm. per 100 2.
7.68 MM-Mauser	3.15	88-55 Winchester Lead. 1.80	1.55	Leader or Arrow—
7.65 MM-Mauser		88-55 Winchester HV	1.65	12, 16, 20, 28 Ga 2, 10 Ga. per 100 2
9 MM-Luger	2.80	88-56 Winchester 1.80	1.55	10 Ga. per 100 2 _ Empty Brass Shells—
32 Colts Auto	1.85	40-60 Marlin 1.85	-: ::	Best Qual. 12. 16. 20.
82 Colts Bhort 1.00	1.10	40-60 Winchester 1.35	1.55	Best Qual. 12, 16, 20, 28, Box 25
82 Colts Long 1.15	1.25	40-65 Winchester 1.85	1.65	2nd Qual. 12, 16, 20,
82 Colts Police Positive. 1.15	1.25	40-70 Winchester 1.40	1.65	28, DOX 25 3
82 S. & W 1.00		40-72 Winchester 1.40 40-82 Winchester 1.40	1.65 1.65	Wads—
82 S. & W. Long 1.15 82-20 Marlin 1.40		401 Winehester Auto	1.55	Cardboard, box 250
82 Winchester 1.40		405 Winchester	3.20	Black Edge, Reg., box
82-20 Win HV		45-60 Winchester 1.40		Black Edge, 1/4 in., 125
85 S. & W. Auto	1.55	45-70-405 Government 1.40	1.60	in box
88 Colts Auto	2.30	45-75 Winchester 1.40		Black Edge, ¼ in., 250
88 Colts Short 1.35	1.85	45-90 Winchester 1.50	1.65	in box
OO COLLE DIEGIT MAG				

each; No. 30, 4½ White, \$3.25 each; No. 321, \$½ Slerra, \$2.75 eac.; No. 231, 4 Sierra, \$2.75 eac.; No. 231, 4 Sierra, \$2.75 eac.; No. 231, 4½ Sierra, \$2.75 each. Railroad, No. 30 B, 5 White, \$3.50 each; Me. 30 B, 5 ½ White, \$3.50 each; No. 233, 5 ½ Sierra, \$3.00 each. Ship, No. 44, 4 White, \$3.85 each; No. 44, 4 White, \$3.85 each; No. 44, 4 ½ White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 45, 4 ½ Sierra, \$3.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 25, 4½ Sierra, \$3.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 25, 60 each; No. 2

1.50	1.05	ID DOX		• • • • • • •	• •••	.80
AUGERS-	Greenlee Car	penters N	ut. No.	57.		
Size		4	*	%	1	1%
	\$1.00				\$1.85	81.65
	••••••			2	21/4	8
	• • • • • • • • • • •			\$2.65	84.00	\$8.00
	e Ship.		V	V 2.00	7	40.00
	8-10	11-12	18	14	15	16
	\$1.60		\$1.75	\$1.85	\$1.95	82.00
	1.9		2.00		2.20	2.25
	17		19	20	21	33
	82.1		82.80	82.40	82.50	82.50
	2.50		2.60	2.80	8.15	8.15
	28		25	26	27	28
			\$8.80	\$8.45	88.75	84.10
62 each	8.50	8.60	8.65	8.75	4.10	4.40
	29		81	82		
	\$4.40		\$5.00	\$5.85		
	4.70		5.95	6.25		
AVPQ_BAT	helbrett 'es	Dina W	: 49	00	h . Dans	

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3-4, \$3.25 each; (Continued on Page 163)

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		A C. BYANGY BD WAY		
0 1 7 1 7 1		& G. ENAMELED WAL		Commed Bake Bare
Oval Foot Baths.	150	Drinking Cups.	222 2.50	Covered Bake Pans.
1 1.40	850	09	2121 1.20	Round Bake Pans.
2 1.00	450	8	2141 1.45 2161 1.75	20\$.40
8 2.00 4 2.50	850 1.25	9	2181 2.00	80
Coffee Biggins.	1050 1.50	10	2301 2.25	40
0\$.80 01\$.85	1250 1.75 150160	11	2221 2.75	60
0095	250170	Pieced Oups.	Milk Kettles.	Bed or Douche Pans.
010 1.05 020 1.20	8501	20\$.15	70\$.40	
080 1.80	4501	40	72	Bed Pans. 1
040 1.45 050 1.60	6501\$1.05	Straight Cups.	78	
Coffee Boilers.	8501 1.40	0\$.20	76 1.05	Bread Pans.
60\$1.10	10501 1.75 12501 2.00	6	81	11
70 1.25		Miners' Oups.	82	12
80 1.50 90 1.80	Rd. Dinner Buckets.	50\$.40	84	Oblong Pans.
100 2.50	040 1.25	Measuring Cups.	86	08\$.85
601 1.25	501 1.15	10\$.20	52	04
701 1.40 801 1.65	503 1.85	After Dinner Cups &	58 1.05	01
901 2.10	Miners' Dinner	Saucers. 10\$.35	54 1.25 56 1.65	Sponge Cake Pans.
1001 2.75	Buckets.	Cups & Saucers.	Lipped Reserving	200 \$.85
Fish Boilers. 218\$4.00	10	100 \$.85	Kettles.	Oblong Stove Pans.
220 4.50	Acme Dinner Buckets	400	14 \$.80	100\$.45
222 5.00 2181 4.25	240 3.00	Ouspidors.	16	800
2201 4.75	840 1.60	10 8 .45	20	825
2221 5.5 0	8401 1.65	20	22	850
Ham Boilers.	Oval Dinner Buckets.	Flaring Cocca Shaped	36	425 1.00
170\$2.75 175 8.00	81 1.60	Dippers.	28	450 1.05 475 1.15
Milk or Rice Boilers		161 3.35	80	500 1.25
14\$.95	Oblong Dinner Buckets	Genuine Cocca	84 1.15	550 1.45
16 1.00	110\$1.65	Shaped Dippers.	86 1.85 40 3.00	Square Stove Pans.
18 1.15 20 1.85	111 1.75 113 1.85	55 \$.50	50 8.00	11070
32 1.50	118 3.10	Oup Dippers.	Tea Kettles.	112
24 1.75 26 3.00	Anrora Dinner	9 35	20 \$.75	11885
28 2.50	Buckets. \$1.65	11	40	115 1.15
86 8.00 141 1.00		Flaring Dippers.	50 1.00	116 1. 2 5 118 1. 4 0
161 1.10	875 1.90	010\$.25	60 1.15	Square Jelly Cake
181 1.25	876 2.15	013	70 1.25 80 1.50	Pans.
301 1.40 331 1.65	Ohambers. 1	Windsor Dippers.	90 1.75	99 \$.80
241 1.90	11/4	100\$.80	070 2.00	100
261 2.15 281 2.75	3	112	090 2.50	Jelly Cake Pans.
861 8.50	Chamber Covers.	114	160 1.25	8\$.25
52 1.05	1 \$.35	Oblong Soap Dishes.	170 1.45	9
52 1/2 1.15 58 1.20	3	Wall Scap Dishes.	190 2.00	68
58 1/4 1. 3 5	8	60 \$.80	Deep Ladles.	69
54 1.50 56 2.00	Colanders.	060	90 3.20	Mountain Cake Pans.
58 2 .50	1 \$.50	Sink Drainers.	110	78\$.80
521 1.15 521 1/2 1.25	8	40	120	79
581 1.85	104	Coffee Flasks.	101	Oval Dish Pans.
581 % 1.50	3 05	10\$.50	11180	15\$1.50
541 1.65 561 2.15	407	Round Coffee Flasks.	121	18 1.75
581 2.75	Child's Commodes.	110 \$.65 210 75	Soup Ladles. 29\$.20	22 2.00 Dish Pans.
Smis. Bowls.	1	Pieced Funnels.	80	80\$.95
9·10 · · · · · · \$.30 13·14 · · · · · .35	Covered Commodes. 5\$1.50	01\$.80	Graduated Measures.	100 1.00
16	Odoriess Commodes.	09	11\$.50	140 1.15
18	6\$1.65	04	(No Lip.)	210 1.55
20	Combinets.	05	011 \$.45	800 2.8 5
24	40\$2.85	Fruit Jar Fillers.	Standard Measures.	101
26	Pot Covers.	20 \$.25	01 3.25	141 1.05 171 1.25
80	436	Berlin Kettles.	08	Rinsing Pans.
Soup Bowls.	515	08	04	08\$.85
135 \$.25	6	04	06	01095
Wesh Bowls. 26\$.85	6%	05	Jelly Moulds.	014 1.05
28	7	08 1.15	080\$.25 Children's Mugs.	017 1.25
30	8	010 1.85	8 3.20	Lipped Fry Pans.
84	8 1/4	012 1.65	5	81
86	91/2	081	Chamber Pails.	82
Covered Buckets.	1050	041 90	1\$1.40 2 1.50	88
19\$.85 2140	10 1/2	061 1.15	8 1.75	85
21 1/245	11 1/285	081 1.40	4 2 .00 25 2 .15	86
33	12	0131 1.85	80 2.85	National Fry Pans.
2470	18	Convex Kettles.	Water Pails.	50
26	1814	212\$1.05	110\$1.15	51
36 1.00 30 1.25	141/285	216 1.50	114 1.60	58
33 1.50	15 1.00	218 1.75	116 1.85	54

55	Lipped Sauce Pans.	Soup Plates.	1450 1.60	010 000
56	9 8 .25	58\$.25	1650 1.90	218 6.00
Muffin Pans.	10	59	1850 2.25	236 9.00
406\$.45	12	60		312 9.00
408	14	Coffee Pots.	Berlin Sauce Pots.	31812.00
409	16	21/2 \$.55	08	32415.00
412	18	3	04	33618.00
Corn Cake Pans.	22	5	05	Bread Raisers.
706 \$.55	24	15	06	10\$1.75
708	26	25	08 1.15	14 2.00
70975	28	35	010 1.40	17 2.85
71285	80			21 2.75
Milk Pans.	Straight Sauce Pans.	21 1/2	031	101 2.00
00\$.30	250 \$.55	31	04190	171 2.75
0	850	51	051 1.00	211 3.25
11	450	151	061 1.15	
<u> </u>	650 1.00	251	081 1.85	Nesco Perfect
20	Shallow Stew Pans.	451 1.00	0101 1.65	Roasters. 150\$2.50
80	8 8 .80	451 1.00 551 1.15	0121 1.85	180 8.25
40	4	05	Convex Sauce Pots.	200 4.20
60	5	015 1.00	212\$1.05	Grocers' Scoops.
80	650	025 1.15	214 1.25	
100	Deep Stew Pans.	035 1.20	216 1.50	3
1 2 0	14\$.85	045 1.85	218 1.75 220 2.00	4
Pudding Pans.	16	055 1.50	222 2.50	565
50\$.25	18		2121 1.20	20
10025	20	0151 1.05	2141 1.40	80
150		0351 1.80	2161 1.75	40
200	Molasses Pitchers.	0451 1.40	2181 2.00	50 1.00
800	601\$.55	0551 1.55	2201 2.25	Flat Skimmers.
400	Convex Water	Tea Pots.	2221 2.75	9\$.20
500	Pitchers.		Oval Sauce Pots.	10
600	401\$.60	00\$.50	2\$2.00	12
1000		VI00	8 2.25	
AUUU	40R 75			Q-issa
	408	065	4 2.50	Spittoons.
Pus Pans.	404	0	20 2.50	200\$.85
Pus Pans.	404	0	4 2.50 20 2.25 30 2.50	300\$.85 800 1.10
Pus Pans. 1\$.50 2	404	065 1070 2080 8085 4095	4 2.50 20 2.25 80 2.50 40 2.75	200\$.85 800 1.10 Club Spittoons.
Pus Pans. 1\$.50 2	404	0	4	200\$.85 800 1.10 Club Spittoons. 100\$1.25
Pus Pans. 1\$.50 2\$.55 8\$.65 3075	404	0	4	200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons.
Pus Pans. 1\$.50 2	404	0	4 2.50 20 2.25 30 2.25 40 2.75 Straight Sauce Pots 014 \$.50 016 .65 01870	200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50
Pus Pans. 1\$.50 2	404 .85 405 .90 406 .1.00 . Water Pitchera. 5 .91.00 10 .1.15 20 .1.25 0 .70	0	4 2.50 20 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 .50 016 .65 018 .70 020 .85	200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons.
Pus Pans. 1	404 .85 405 .90 408 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80	0	4 2.50 20 2.25 30 2.250 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00	200\$.85 300\$1.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$15
Pus Pans. 1	404 .85 405	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25	200
Pus Pans. 1	404 .85 405 .90 408 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80	0	4 2.50 20 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50	200
Pus Pans. 1	404 .85 405 .90 408 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25	200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$1.5 12\$20
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 1.1.5 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20	0 65 10 70 20 80 80 80 85 40 95 50 1.05 001 60 001 80 201 85 301 95 401 1.05 501 1.05	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 5.50 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25	200 \$ 8.55 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 15 20 16 20
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls.	0	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 032 2.50 030 2.25 032 2.50	200 \$.85 800
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 Pitchers & Bowls.	0 65 10 770 20 80 80 85 40 95 50 1.05 001 60 011 65 01½ 70 101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.05	4 2.50 20 2.25 30 2.25 30 2.250 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates.	0 65 10 770 20 80 30 85 40 95 50 1.05 0011 65 0114 770 101 80 201 85 801 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1080 1.25	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 0114 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates.	0 65 10 70 20 80 80 85 40 95 50 1.05 001 60 001 80 201 85 301 95 501 1.05 1010 85 301 95 1010 1.05 1010 1.05 1010 1.05 1010 1.00 1020 1.15 1030 1.25 1040 1.40	4 2.50 20 2.25 30 2.25 30 2.250 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 028 2.00 030 2.25 032 2.50 030 1.25 100 1.50 120 1.75	200 \$ 8.55 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .25	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 080 2.25 032 2.50 80 1.25 100 1.75 160 2.25	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85	0	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 0114 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.100 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0	0 65 10 70 20 80 80 85 40 95 50 1.05 001 60 001 65 001 80 201 85 301 95 301 95 301 1.05 501 1.15 1000 95 1010 1.05 1010 1.00 1020 1.15 1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 0114 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 801 1.40 1001 1.75	200 \$ 8.55 800 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2 \$55 Handy Strainers.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .31.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 2 .90 2 .90 6 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 30 .80 31 .85 Pie Plates. 27 .\$20	0 65 10 770 20 80 30 85 30 85 40 95 50 1.05 0011 60 0111 85 0114 770 101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1030 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.15 2020 1.10 2020 1.10	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .\$1.55 200 .\$1.55 200 .80 21 .80 21 .85 Pie Plates. 27 .\$20 28 .20	0 65 10 770 20 80 30 85 30 85 40 95 50 1.05 0011 60 0111 85 0114 770 101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1030 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.15 2020 1.10 2020 1.10	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 0114 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 801 1.40 1001 1.75	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchera. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25	0 65 10 70 20 80 80 85 40 95 50 1.05 0011 60 011 80 201 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.05 1010 1.05 1010 1.00 1020 1.15 1080 1.25 1040 1.40 2010 1.00 2010 1.00 2020 1.20 2030 1.20 2030 1.35 2040 1.45 2050 1.65	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 30 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .80	0	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 030 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots.	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 30 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .80	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 100 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1.40 1.00 1.00 1.00 1.00 1.00 1.00	200 \$.85 800
Pus Pans. 1	404 .85 405 .90 406 .1.100 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0	0	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 Straight Sauce Pots. 0114 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00 02001 8.00	200 \$ 8.55 300 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 20 \$35 Jelly Strainers. 20 \$30 Cake Turners.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .31.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .80 31 .85	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 080 2.25 080 1.25 100 1.75 160 2.25 100 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1001 1.75 1201 2.00 0604 2.50 0708 \$.00 080 2.50	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .30 21 .85 Pie Plates. 27 .\$20 29 .25 30 .80 31 .85 39 .25	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 160 2.25 801 1.40 1001 1.75 160 2.50 000 2.75 801 2.00 1001 1.75 100 3.00 000 2.75 801 3.00 000 0.	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.100 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.50 40 2.75 014 \$.50 01650 01870 02085 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 030 2.25 100 1.25 100 1.75 120 1.75 160 2.25 200 2.75 801 1.40 1.75 1201 2.00 1001 1.75 1201 2.00 1001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots. 706 31.25 707 1.50 708 2.00 709 2.50 7061 1.50	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchera. 5 .31.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .80 31 .85 39 .25 40 .85 Lebanon Pie Plates. 47 .\$25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.75 81 2.75 81 2.75 81 3.70 81 2.75 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 80 2.75 801 1.40 80 2.75 801 1.40 80 2.55 801 2.50 80 2.75 801 1.40 80 2.75 801 1.40 80 2.75 801 1.40 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50	200 \$.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 29 .25 30 .80 31 .85 Pie Plates. 40 .80 41 .85 Lobanon Pie Plates. 47 .\$25 48 .25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 100 1.25 100 1.75 160 2.25 100 1.75 160 2.25 200 2.75 801 1.40 1.40 1.50 1.201 2.00 1.601 2.50 2001 3.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 7061 1.50 7081 2.55 7091 2.55 7091 2.55 7091 2.55 Soup Stock Pots.	200 \$.8.5 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchera. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .80 31 .85 39 .25 40 .80 31 .85 39 .25 40 .80 41 .85 Lebanon Pie Plates. 47 .\$25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.75 81 2.75 81 2.75 81 3.70 81 2.75 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 81 2.50 80 2.75 801 1.40 80 2.75 801 1.40 80 2.55 801 2.50 80 2.75 801 1.40 80 2.75 801 1.40 80 2.75 801 1.40 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50 80 2.50	200 \$.85 800
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 29 .25 30 .80 31 .85 Pie Plates. 40 .80 41 .85 Lobanon Pie Plates. 47 .\$25 48 .25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 100 1.25 100 1.75 160 2.25 100 1.75 160 2.25 200 2.75 801 1.40 1.40 1.50 1.201 2.00 1.601 2.50 2001 3.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 7061 1.50 7081 2.55 7091 2.55 7091 2.55 7091 2.55 Soup Stock Pots.	200 \$.85 300

(Continued from Page 161)
Tuff Temper, 4.5, \$3.50 each, Single Bit Handled, Blue Wing, \$4, \$3.00 each; Blue Wing, \$4, 44, \$3.00 each; Blue Wing, \$4, 44, \$3.00 each; Blue Wing, 4.5, \$3.00 each; Dreadnaught, 3.4, \$2.75 each; Dreadnaught, 4.6, \$2.75 each; Bluebird, 3.4, \$2.75 each; Bluebird, 3.4, \$2.75 each; Bluebird, 3.4, \$2.75 each; Bluebird, 4.5, \$2.75 each; Pacemaker, 3.4, \$2.75 each; Pacemaker, 3.4, 43, \$2.75 each; Pacemaker, 4.5, \$2.75 each; Tuff Temper, 8.4, \$2.75 each; Tuff Temper, 8.4, \$2.75 each; Quaker City, 3.4, \$2.75 each; Quaker City, 3.4, \$2.75 each; Quaker City, 3.4, \$2.75 each; Old Forge, 3.4, \$2.50 each; Old Forge, 3.4, \$2.50 each; Old Forge, 3.4, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Freighters, 3.5, \$2.50 each; Old Forge, 4.5, \$2.50 each; Old Forge, 5.5, \$2.50 each; Old Forge, 5

\$2.50 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 80, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 8657—% x 18, 50c each; Goose Neck No. 3659—% x 24, 75c each; Goose Neck No. 3662—% x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$3.30 each; No. 1662, \$3.35 each. Ever Ready same price as Columbia.

BIBBS—Compression—

Plain 1112—½-inch Rough, \$1.00 each; %-inch, \$1.25 each; %-inch, \$1.75 each; 1-inch, \$3.65 each, \$4.inch, \$1.50 each; 1-inch, \$4.25 each; %-inch, \$1.50 each; %-inch, \$2.25 each; 1-inch, \$4.25 each; %-inch, \$1.75 each; %-inch, \$1.75 each; %-inch, \$2.50 each; 1-inch, \$4.50 each; %-inch, \$1.75 each; %-inch, \$1.75 each; %-inch, \$1.90 each; 1-inch, \$4.50 each; %-inch \$1.40 each; %-inch, \$1.90 each; 1-inch, \$4.00 each; 1-inch \$7.50 each; 1-inch, \$1.00 each; 1-inch \$1.3—½-inch Finished, \$1.50 each; %-inch, \$1.85 each; %-inch, \$2.40 each; 1-inch \$4.50 each; %-inch, \$1.85 each; %-inch, \$2.75 each.

SITS—Auger

DIIS-Auger								
Size 16ths.	8	4-8	9-10	10-12	13-14	14-16	18	20
81—List. Doz	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell. Each	.45	.40	.45	.50	.75	.90	1.10	1.20
100—List. Doz	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell. Each	.45	.40	.45	.50	.75	.90	1.10	1.20
101—List. Doz		5.00	6.00	7.00	8.25			
101—Sell. Each		.40	.45	.50	.75			
								•••

RETAIL SELLING	PRICES—Continued
BITS—Auger—Continued. Size 16ths. 8 4-6 7 8 9 10 11-12 18-14	BOLTS—
85—List.	Common Carriage—8-16 & ¼-in, 5-16-in, ¾-in, ½-in, Doz. 100 Doz. 100 Doz. 100 Doz. 100
Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.00 85—Sell.	1.1%20 1.00 .25 1.40 .80 1.90 .55 8.72
Each80 .25 .80 .85 .40 .45 .50 .60	21/4
Size 16ths	820 1.80 .80 1.76 .85 2.88 .60 4.02 8½25 1.40 .80 1.88 .40 2.54 .65 4.85
Dos 9.00 10.50 12.00 18.50 15.00 35—Sell.	4
Each	525 1.70 .85 2.24 .45 8.02 .80 5.80
47—List.	5 1/480 1.80 .40 2.86 .50 8.18 .85 5.62 680 1.90 .40 2.48 .50 8.84 .85 5.94
Doz 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50 47—Sell.	6 ½85 2.15 .45 2.80 .55 8.72 .90 6.26 785 2.40 .45 8.11 .60 4.10 .95 6.89
Each45 .65 .75 .90 .95 1.00 1.10 1.15 Size 16ths	71/240 2.75 .50 8.24 .65 4.82 1.00 6.90
47List.	8 1/255 8.51 .70 4.72 1.10 7.87
Doz	955 8.65 .75 4.90 1.15 7.54 9%60 8.79 .80 5.08 1.20 8.02
Each 1.20 1.30 1.40 Size 16ths. 5-8 9 10 11 12 18 14 15	1060 8.92 .80 5.27 1.25 8.50
53—List. Doz11.25 12.50 18.75 15.60 16.25 17.50 19.00 20.50	BOLTS—
58—Sell.	Machine Square Head and Nut— ¼-in. 5-16-in. %-in. 7-16-in.
Each 1.85 1.50 1.65 1.80 1.90 1.95 2.85 2.45 Solid Center, in Sets—1114, \$1.05 set; 15, \$8.85 set; 26,	Dos. 100 Dos. 100 Dos. 100 Dos. 100
\$6.00 set; 35, \$8.50 set; 350, \$8.50 set. Irwin, in Sets—53, \$4.50 set; 55, \$6.50 set; 550, \$6.50 set.	1-1½25 1.70 .80 2.00 .85 2.40 .40 2.86 %-in. %-in. %-in.
Russell Jennings, in Sets-4520½, \$7.00 set; 4532½, 4582½C, \$10.00 set; 4720½, \$7.00.	.60
BELLS-Kentucky Cow-No. 0, \$1.00 each; No. 1, 85c each;	225 1.78 .80 2.12 .85 2.56 .45 3.06
No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 85c each; No. 6, 80c each; No. 7, 25c each.	⅓-in. %-in. %in. .65 8.78 .85 5.69 1.80 8.42
BELLS-24-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70e	%-in. 5-16-in. %-in. 7-16-in.
each. REVELS—Sliding T—No. 18: 6 in 75c 8 in 90c: 10 in	2½30 1.86 .85 2.24 .40 2.72 .50 8.27 ½-in %-in. %-in.
BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in.,	.70 4.10 .90 5.89 1.40 8.99 14in. 5-16-in. %-in. 7-16-in.
65c; 14-in., 75c. BLOCKS—Wood Tackle.	880 1.94 .85 2.86 .40 2.88 .55 2.47
Com. Com. Com. Pat. Pat. Pat. Sngl. Dbl. Triple Sngl. Dbl. Trpl.	½-in. %-in. %-in. %-in. .70 4.47 .95 6.08 1.45 9.55
8-inch	¼·in. 5·16·in. %·in. 7·16·in.
4-inch95 1.75 2.85 1.80 2.50 8.60 5-inch 1.00 1.90 2.50 1.40 2.80 8.85	8½80 2.02 .40 2.48 .45 8.04 .55 8.67 ½-in. %-in. %-in.
6-inch 1.20 2.20 3.20 1.65 3.15 4.85 7-inch 1.45 2.65 3.85 1.65 3.65 5.50	.75 4,78 1.05 6.66 1.55 10.10 % in. 5-16-in. % in. 7-16-in.
8-inch 1.80 3.10 4.65 2.50 4.50 6.60 10-inch 8.00 4.90 6.85 8.85 6.60 9.85	4 30 2.10 .40 2.60 .45 3.29 .60 3.88
12-inch 4.85 8.25 11.70 5.80 10.00 14.50	%-in. %-in. %-in. 86-in
BLOCKS—Steel Tackle Size Single Deuble	%-in. 5-16-in. %-in. 7-16-in. 4½85 2.20 .45 2.75 .50 2.40 .65 4.08
8-inch \$ 90 \$1.50 4-inch 1.00 1.85	¼-in. %-in. %-in.
5-inch	%-in. 5-16-in. %-in. 7-16-in.
8-inch	5 35 2.80 .45 2.90 .50 3.59 .70 .428 14-in. 15-in. 15-in.
BLOCKS-Wood Snatch.	.85 5.58 1.20 8.01 1.80 11.78 ¼-in. 5-16-in. %-in. 7-16-in.
6-inch	5½40 2.89 .50 8.02 .55 8.75 .70 4.49
10-inch 5.50	¾-in. %-in. %-in. .90 5.80 1.25 8.40 1.90 12.84
13-inch 7.50 BLOWERS—No. 400 Champion, \$75.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. BOARDS, IRONING—	%·in. 5-16·in. %·in. 7-16·in.
BOARDS, IRONING—	640 2.47 .50 3.14 .60 3.91 .75 4.70 %-in. %-in. %-in.
With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board.	.95 6.06 1.80 8.79 1.95 12.90 %.in. 5-16-in. %.in. 7-16-in.
\$2 00 each; No. 10, Springer, 60x15 in. sleeve board. \$3.00 each; No. 20, Springer, 54x18 in. sleeve board. \$2.75 each; No. 30, Springer, 54x18 in., no sleeve board. \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board.	614
\$2.25 each; No. 40, Springer, 50x12 in., no sleeve beard, \$2.00 each.	%-in. %-in. %-in. 1.00 6.88 1.40 9.17 2.10 18.46
Without Table (Skirt Boards)—4 foot, 75c each; 5 foot, \$1.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each.	¼-in. 5-16-in. %-in. 7-16-in. 755 8.89 .65 4.24 .85 5.10
BOARDS, STOVE-	⅓-in. %-in. %-in.
Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 80x30, \$1.50 each;	%-in. 5-16-in. %-in. 7-16-in.
82x32, \$1.85 each; 36x36, \$2.25 each. No. 125-24x86, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36,	860 8.68 .70 4.59 .90 5.51 %-in. %-in. %-in.
\$2.15 each; 82x42, \$2.75 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40	1.10 7.12 1.60 10.84 2.85 15.15
each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36,	
\$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10	9
Wood Lind—No. R0—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 33x33, each; \$3.25 each; 36x36, \$3.75 each. No. 90—24x36,	¼·in. 5-16·in. %·in. 7-16·in.
	10 30 5.23
\$3.25 each: \$2x42, \$3.75 each. BOARDS, WASH—Toy No. 815, 30c each; Single Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; 983, 50c each; Double Zinc No. 820, 55c each; 980, 60 each; 983, 50c each	1.20 8.18 1.85 11.89 2.66 17.40 %-in. 5-16-in. %-in. 7-16-in.
NO. 334, And escu! Disse No. on! \$1700 escu! Dide Pd.	11
namel No. 964, 85c each; Glass No. 963, 80c each.	1.80 8.71 1.95 13.67 2.80 18.51
Carriage— Contractors. Retail, by dox. Small	½-in. 5-16-in. %-in. 7-16-in.
Large	%-in. %-in. %-in. %-in. 1.40 9.94 2.05 18.44 8.00 19.68
Small	181.50 9.77 2.30 14.33 8.30 30.75
Large	14
Stud	161.75 11.36 3.50 16.54 8.80 24.18

	PAIOAS—VOILLIEGE.	
BOTTLES-Vacuum. Thermos. Universal.	616 4.75	Scrub
10\$1.75 61 \$1.75	618 5.50	Alligator
10q 2.75 62 2.75		Bird
11 2.00 21 2.00	Hand or Nail Daisy	Boston
11q 8.25 22 8.25	Windsor	Cat
14 2.25 71 2.25 14q 8.50 72 8.50	Horse	Duck
15 % 9.75 91 8.00	Collie	Gem
15 8.00 92 4.50	Hound	Goose
15q 4.50 81 8.25	Mastiff	Hub
6	Pointer	Monitor
6q 5.00	Spaniel	Rat
Fillers—Thermos and Universal.	Shoo Fly	501
% Pint	Wolf	510
1 Quart 9.50	72	512
Lunch Kits— Thermos. Universal.	78	604
891 à 895	800	Shoe
892 & 896		00
394 & 398	Kalsomine 240 5.50	2
BRACKETS-Shelf-	810	14
Japanned— Pair B. P.— Pair	Marking	21
8x 4\$.80 8x 4\$.85	1	88
4x 5	2	214
5x 7	8	608
6x 8	4	Sink
8x10	6	Magic
10x1265 10x12 1.00	Paint	1 Pot (0)
12x14 1.00 12x14 1.95	151 21/2	01 Wire
16x18 2.25 N.P. & O.O. same as B.P.	8	Shaving
BRACES	8 ½	124
P. S. & W. BRACES-508, 95c each; 510, \$1.05 each; 8808,	. 155 8	125
\$1.85 each; 8310, \$2.00 each; 8708, \$2.40 each; 8710,	81/2	126
\$2.50 each; 8712, \$2.60 each; 4608, \$8.00 each; 4610,	4	222 1.25
\$3.25 each; 4612, \$8.50 each; 5008, \$3.85 each; 5010, \$4.10	4¼	250
each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210,	8	252 2.75
\$5.50 each; 8212, \$5.75 each.	81/2	260
BOXES-Mitre-	4 1.00	810
Goodell— Each Stanley— Each	165 8	849
285 19.90 50 ½ 10.50	8 1/2 1.85 4 1.60	850
305 20,00 246 22.00	414 2.00	357
306 22.00 858 25.00	228 3 1/2 1.60	491
460 80.00 Langdon— Star—	4 1.85 4 ½ 2.60	492
72 19.50 40 8.75		493 1.25 50045
	Roofing	
73 20.50 41 4.25		2731 25
74 28.00 Stearn's Perfection-	401 1.40 404 1.65	2731
74 28.00 Stearn's Perfection— 75 24.00 20 8.25	401 1.40 404 1.65	6870
74 28.00 Stearn's Perfection— 75 24.00 20 8.25	401 1.40 404 1.65 Sash 20 2 20	6870
74	401	6870
74	401	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 .25 8 .35	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 75	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .86	6870
74	401 1.40 404 1.65 Sash 20 2 2 20 6 25 8 35 Wind 00	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .86	6870
74	401 1.40 404 1.65 Sash 20 2	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each' 8 .40	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each' 8 .40 10 .50	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each' 8 .40 10 .50	6870
74	401 1.40 404 1.65 Sash 20 2	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each	6870
74	401 1.40 404 1.65 Sash 20 2 .20 4 .20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1,60	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .30 BUOKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 \$1.60 02 1.85	6870
74	401 1.40 404 1.65 Sash 20 2 .20 4 .20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1,60	6870
74	401 1.40 404 1.65 Sash 20 2 .20 4 .20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.65 00 .\$1.85 08 .25	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 00 .\$1.60 00 .\$1.85 CANS—Garbage—15, \$8.50; 16, Oil. Galv. size 1 Gal., each,	6870
74 28.00 Stearn's Perfection— 75 24.00 20 8.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ % inch 20 15 10 ½ to 1½ inch 20 15 16 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1½ 2 2½ 3 3½ 4 6 40. Dos. 20 25 30 40 45 55 .85 1040. Dos. 85 1.10 1.25 1.65 2.00 2.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each 0 Toy \$20 Pima 1.50 0 Toy \$20 Pima 1.50 0 Toy 30 Navajo 1.30 Axtec 1.00 Warehouse 1.35 Cortez 1.10 10 10 1.25 Verde 1.25 229 .65 Union 1.15 230 .90 Apache 1.25 Push or Street	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .30 BUOKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 \$1.60 02 1.85	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 00 .\$1.60 00 .\$1.85 CANS—Garbage—15, \$8.50; 16, Oil. Galv. size 1 Gal., each,	Stencil 3
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 00 .\$1.60 00 .\$1.85 CANS—Garbage—15, \$8.50; 16, oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w	Stencil 3
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 03 .2.25 CANS—Garbage—15, \$3.50; 16, Oil. Galv size 1 Gal., each, with faucet, \$1.50; 5 Gal. w	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .16.60 02 .185 03 .25 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per li	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 \$ 40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 08 .225 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per li CATCHES— Cupbo	6870
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 .75 8 60 7 85 1510, Squeegee 30 BUOKETS— Common Galv. Each 8 40 10 50 12 60 14 65 16 75 Garbage Galv. Each 00 \$1.60 02 1.85 03 2.25 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per licated and colored and c	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Windle Common Galv. Each 8 .40 10 .50 12 .60 14 .65 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 \$1.60 02 .185 08 .225 CANS—Garbage—15, \$3.50; 16, Oil. Galv. size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per Ib., 20c. CARBORUNDUM—Grain, per II CATCHES— Cupbo No. or Brand 024 .15 4002 R. EA, HA .15	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 03 .225 CANS—Garbage—15, \$3.50; 16, 0il. Galv. size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per li CATCHES— Cupbo No. or Brand Each 024 .515 4002 R. EA, HA15 4002 R. EA, HA15	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 206 25 8 35 8 35 Wind 00	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .185 08 .225 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per ll CATCHES— Cupbo No. or Brand Each 00 .15 4002 R, EA, HA15 4002 R, EA, HA15	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 206 25 8 35 8 35 Wind 00	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 206 206 35 8 35 Wind 00	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 03 .225 CANS—Garbage—15, \$3.50; 16, 0il. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per ll CATCHES— No. or Brand Bach 024 .15 4002 R. EA, HA15 4002 R. EA, HA15 4002 R. EA, HA, KF, E .15 4112, R, EA, H, A15	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .185 08 .225 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per ll CATCHES— Cupbo No. or Brand Each 02 .15 4002 R, EA, HA .15 4002, SR, SHA, KF, E .15 4112, R, EA, H, A .15 Elbc 10 .05	Stencil 408 4
74	401 1.40 404 1.65 Sash 20 2 20 4 20 6 25 8 35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .80 BUOKETS— Common Galv. Each 8 40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 08 .2.25 CANS—Garbage—15, \$3.50; 16, Oil. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per ll CATCHES— Cupbo No. or Brand Each 024 .\$1.5 4002 R, EA, HA .15 4002 R, EA, HA .15 4112, R, EA, H, A .15 10 .05 12 .10 French V	6870
74	401 1.40 404 1.65 Sash 20 2 20 6 .25 8 .35 Wind 00 .75 8 .60 7 .85 1510, Squeegee .30 BUCKETS— Common Galv. Each 8 .40 10 .50 12 .60 14 .65 16 .75 Garbage Galv. Each 00 .\$1.60 02 .1.85 03 .225 CANS—Garbage—15, \$3.50; 16, 0il. Galv., size 1 Gal., each, with faucet, \$1.50; 5 Gal. w CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., 20c. CARBORUNDUM—Grain, per ll CATCHES— No. or Brand Each 024 .15 4002 R. EA, HA15 4002, SR, SHA, KF, E.15 4112, R. EA, H, A15 10 .05 12 .10 For, 85 F .055 11 F .05	Stencil 408 4

CATCHES-Continued	•	
01820¼, EA		01820¼, SHA, E20
21 J 25	8cre 20 25	en R 25
1	Show25	Case 24
8278 4	Trans	4442 ½, SH, KF, E35
8278 %	30	4633, R EA
4438 ½, R, EA, KF.	80	8433, EA
4483 %, R, EA	30	8433¼ EA 75
4433 %, SHA, KF 4442, R, EA 4442, SHA, KF, E 4442 %, R, EA	35	8433 ½ SHA, E
4442, SHA, KF, E.	35	8442 ½, SHA, E65
CHAINS—Tire.	30	Dual Solid Truck
Size	Pair	Dual Solid Truck
8 x30	\$ 5.65	5 x36
8 1/2 x 32	6.90	3 1/2 x 36
4 x31	7.50 7.50	4 x34
4 x33	8.20	5 x8621.00
4 x34	9.30	6 x4025.00
4 ½ x33	9.00	6 x4227.00
4½ x35	10.00	Weed Cross Chains
4½ x86	10.00	8
Rid-O-Skid		4
8 x80	8.75	5
3 ½ x30	4.15	Truck Cross Chains
4 x31	4.45	Single 3 ½
4 x33	4.65	423.50 529.50
4 x34		6
Single Solid Tr	\$9 .50	Dual 4
4 x34	12.50	5
4 x36 Stra	ight Link	646.75
6.0, 18c ft.; 5.0, 13	c ft.; 4-0,	12c ft.; 8-0, 11c ft.; 2-0, 10c 7½c ft.
ft.; 0, 9c ft.; 1, Norway Straight Li	8c ft.; 2, nk (coil)-	7½ c ft. —½, 35c lb; %, 35c lb; %,
Proof Straight Link	(coil)—8	eft.; 3-0, 12c ft.; 2-0, 11c ft16 black, 32c lb.; ¼, 27c lb.; 7-16, 20c lb.; ½, 18c lb.; ¾, 3-16 black, 83c lb.; ¼, 28c lb.; 7-16, 22c lb. coil)—5-16, 27c lb.; ¾, 25c ; ¾, 21c lb. coil)—4-0, 18c ft.; 3-0, 17c
5.16, 24c lb.; %,	22c lb.;	7-16, 20c lb.; 1/4, 18c lb.; 1/4,
Proof Twisted Link	k (coil)—	8-16 black, 88c lb.; ¼, 28c
lb.; 5-16, 24c lb.	; %, 23c ht Link (lb.; 7-16, 22c lb.
lb.: ½, 23c lb.;	%, 22c lb.	; %, 21c lb.
Twisted Machine C	op pered (0. 15c ft.	coil)—4-0, 18c ft.; 8-0, 17c
Jack-20 Iron, 10c	yd.; 18	Iron, 10c yd.; 16 Iron, 10c
yd.; 14 fron, 100 yd.; 8 Iron, 15c	; y a.; 12 yd.; 6 Iror	170n, 10c yd.; 10 170n, 1273c 1, 15c yd.; 120 Brass, 10c yd.;
118 Brass, 15c	yd.; 116 E	Iron, 10e yd.; 16 Iron, 10e Iron, 10e yd.; 10 Iron, 12½c a, 15e yd.; 120 Brass, 10e yd.; Brass, 15e yd.; 114 Brass, 20e 12 Brass, 30e yd.; 110 Brass,
	ickel Plate	ed-00 & NOO, 20c yd.; 0-NO,
Sash-01 Copper P	lated, 5c	ft. 02 Copper Plated, 4c ft.;
XXXX Copper Pl	ated, 25c 56 Univer	ft.; 02P Steel Plain, 2 ½ c ft.;
Bash Chain Fastene	re—12, S	12. 35c vd.; 3, 40c yd. 15. 02 Copper Plated, 4c ft.; 15. 02P Steel Plain, 2½c ft.; 15. 02P Steel Plain, 2½c ft.; 15. 05 set; 100, Set CB,
25c set. CHALK—Carpenters,	_	
gross 50c: 6 for 5	c.	
CHALK LINE-Yello	w, per 1	100 ft. hank, 15c. Braided
820, Sc. 50-ft. ba	size 1	00 ft. hank, 15c. Braided , each 5c; size 320, 5c° size 50, each 10c; size 350, each
10c; size 500, eaci	1 10c.	
CHECKS—Door—All B-12, \$3.50; C-18,	\$6.80; D-	Liquid Checks—A-11, \$4.25; 14, \$7.85; E-15, \$10.50. For
CHISELS (CARPENT	ERS)—P	8. and W., Butt, No. 170, %-ach; 1½-inch, 95c each; 1½-i.10 each; 2-inch, \$1.25 each; 1½-i.ch, \$2.35 each; %-inch, 1; 1½-inch, \$3.00 each; 1½-inch, \$3.00 each; 1½-inch, 75c each; 1½-inch, 95c each; 1½-inch, 95c each; 1½-inch, 95c each; 1½-inch, 85c each; 1½-inch, \$1.00 each; 1½-inch, \$1.00 each; 1½-inch, \$1.00 each; 1½-inch, \$1.20 each; 1½-inch, \$1.20 each; 1½-inch, \$1.20 each;
inch, 75c each; 1-ii	ch, 85c e	ach; 1 4 inch, 95c each; 1 %-
P. S. and W., Corne	r. No. 165	i.io eacn; 2-inch, \$1.25 each. i, %,-inch, \$2.35 each; %-inch.
\$2.50 each; 1-inch,	\$2.75 each	h; 1 ¼ inch, \$3.00 each.
s. s. and W., Firme %-inch, 65c each;	% inch. 70	De each; % inch, 75c each; 1.
inch, 80c each; 14 inch, 21.05 each;	inch, 85c 2-inch #1	each; 1%-inch, 95c each; 1%- .15 each.
15 Beveled, 4, 4	inch, 75c	each; % inch, 85c each; %-
inch, 90c each; %- inch, \$1.05 each; 1	inch, 95c 14-inch. 81	nsen; 1-inen, #1.00 esen; 1%; .15 eseh; 1%;-ineh, \$1.20 eseh;
2 inch, \$1.35 each P S and W Pi-	ner (sets)	-No. 116 6 4 to 2 Plain
85.50 set: 112, 12,	1/4 to 2 P	—No. 116. 6, ¼ to 2 Plain, lain, \$10.50 set; 106. 6, ¼ to 4 to 2 Bevel, \$18.00 set.
2 Devel, \$8.50 set;	132, 12,	% to 2 Bevel, \$18.00 Set.

P. S. and W., Framing—No. 30, ¼, ¼-inch, 85c each; ¾-inch, 90c each; ¾-inch, \$1.00 each; ¼-inch, \$1.15 each; 1¼-inch, \$1.25 each; 1¼-inch, \$1.35 each; 1¼-inch, \$1.50 each; 1½-inch, \$1.50 each; 1¼-inch, \$1.50 each; ½-inch, \$1.65 each. P. b. and W., Pocket—No. 91, ¼, ¼-inch, 75c each; ¾-inch, 95c each; 1¼-inch, \$1.00 each; 1½-inch, \$1.05 each; 1-inch, 95c each; 1¼-inch, \$1.05 each; 1½-inch, \$1.15 each; 1½-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2½-inch, \$3.35 each; 3-inch, \$3.75 each; 3½-inch, \$4.25 each; 4-inch, \$5.00 each. CHOPPERS—Meat and Food— Universal 501 1.25 0. \$1.85 602 1.50 1. 2.25 2. 2.75 Russwin 3. 3.50 0R \$2.25 2. 2.75 3. 3.50 0R \$2.25 CHURNS—Barrel, No. 0, \$6.00 each; 1, \$7.00 each; 2, \$7.75 each; 3, \$5.50 each; 4, \$11.00 each; 5, \$12.50 each. Dash Glass, Dazey (Churns), No. 10, \$1.75; 20, \$2.25; 30, \$2.65; 40, \$3.50. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 30, \$11.05; 40, \$1.30.
each: 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each. Dashers only, No. 40, 20c each.
CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 13, 50e each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00 each; 64, \$2.75 each; 65, \$3.50 each. Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 33, 15c each. CLEANERS—Window—
CLEANERS—Window— Rubber— 10-inch \$.25 16-inch \$.40 12-inch \$.30 18-inch \$.45 14-inch35
CLEVISES—Malleable, 15e lb. CLIPS—Wire Rope 'Bulldog''—3-16 to % inc., each 15c; %, 15c; %, 20c; %, 30c; %, 85c; 1-in., 45c.
½, 15c; ½, 20c; ½, 30c; ½, 35c; 1-in., 45c. CLIPPERS—Bolt—
New Easy— Extra Cutters No. 0\$3.50 No. 0\$2.00
No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 8.00 No. 8 8.75 O. K.—
10-inch
CLOCKS (ALARM)—Ace, \$3.00 each; America, \$1.35; Automatic, \$4.25; Bingo, \$3.00; Brownie, \$3.00; Circle, \$2.65; Columbia, \$3.00; Ideal, \$2.65; Indian, \$1.40; Iron Clad, \$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25; Tattoo, Jr., \$2.50; Tattoo Int., \$2.65.
Tattoo, Jr., \$2.50; Tattoo Int., \$2.65. CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight.
CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.
OOAL—Blacksmith— Catch weight sacks, per 100 lbs
OOAL CHUTES-Hercules-
No. 1, 16x18. \$13.00 No. 5, 20x24. \$17.50 No. 2, 18x20. 15.00 No. 6, 16x18. 14.50 No. 3, 20x24. 20.00 No. 7, 20x24. 17.50 No. 4, 16x18. 11.00 No. 8, 18x24. 28.00
COLORG Day IL COLORG I CIL
Team Dean Black Of Team Dean Ib 40
Prussian Blue85 Lamp, lb45 Ultra Blue50 Blue—Prussian ¼ lb40 Umber Raw15 ¼ lb65 Umbar Burnt55
Siana Barra 15 Illium M lb 20
Ultra Blue
Chrome Green 25 Cobalt 1 lb60 Chrome Yellow 25 Brown—R&B Sienna 1 .40
Ochre Golden
Venetian
Eng. Verm. 1-lb 2.80 Carmine 1.40 Tuscan 45 Turkey 1.70
Indian .30 Para 1.30 Venetian .25 Yellow—Chrome lb. .50
Indian .80 Para 1.30 Venetian .25 Yellow—Chrome lb .50 Rose Pink .60 Ochre—Goldea lb .85 Rose Lake 1.05 Yellow, 1 lb .25

COPPER—Sheet, 75c lb.	Taper Shank
CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$2.00 hank; 7 S, \$2.70 hank; 8 S, 8 SC, \$8.25 hank; 10 S, 10 SC, \$5.25	C 106
hank; 12 S, 12 SC, \$7.25 hank; WP 12 SC (coils), \$1.30	Bits, Wood (Syracuse Pattern)
1b.	C 114 A, S 109 A— C 114 A, S 109 A—
Procenix (coils only)—6 C, \$1.00 lb.; 7 C, \$1.00 lb.; 8 C, \$1.00 lb.; 10 C, \$1.00 lb.; 12 C, \$1.00 lb.; 14 C, 16 C,	2
WP 8 C, \$1.00 lb.	8
Union (hanks)-6, \$1.40 hank; 7, \$1.75 hank; 8, \$2.40	5
hank; 10, \$3.50 hank; 12, \$4.75 hank.	6
COTTERS—Hammer Lock or Regular Spring.	7
1-16, 5-64, 8-82 in. 1/2 in. 5-82 in. Length 100 1000 100 1000 100 1000	9
%-inch \$.20 \$1.25 \$.80 \$2.00 \$.85 \$2.40	10
%-inch25 1.40 .30 2.00 .40 8.00	1150 24 1.15
1 -inch25	Bit Stock C 114, M 109 or M C 114, M 109 or M
1½-inch80 2.05 .45 2.85 .60 4.00	890, and 8 108— 890, and 8 108—
2 -inch35 2.50 .50 8.40 .70 4.75	1-16
\$-16 in. ¼ in. 5-16 in. ½-inch \$.50 \$3.75	3-82
1 inch60 4.25 \$1.00 \$6.75 \$1.75 \$11.00	14
1¼-inch70 5.00 1.10 8.00 2.00 14.50	8-10 1.25
1 1/2 - inch80 5.50 1.25 9.00 2.00 14.50	7-8285 % 1.85
1%-inch	1440 11-16 1.40 9-8260 18-16 1.80
2 1/2 · inch 1.10 7.75 2.00 14.00 8.00 20.00	5-1660 % 1.85
CRAYON—Lumber, 10c; Soapstone, 5c.	11-3260 % 1.85
CUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$3.90;	%
No. 8, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00.	7-16
Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 8, \$8.00; No. 4, \$12.60.	Straight Shank Jobbers
DAMPERS-Stove Pipe-8, 15c; 4, 20c; 5, 20c; 6, 25c; 7,	C 108, M 105 or M C 108, M 105, or M
80c; 8, 40c; 9, 50c; 10, 60c.	380, S 105— 380, S 105— 1-82
DIVIDERS-Wing, No. 35, 6-inch, 35c pair; 8-inch, 35c pair;	8-04
10 inch, 50e pair; 12 inch, 75e pair.	1-16
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.	5-64
DOLLIES—Timber—	7-64
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	⅓
DOORS-Screen.	9-64
Common, 36-inch, 2-6x6-6	11-6420 15-32
Common, 1 1/4-inch, 2-6x6-6	8-16
Common. 1 %-inch. 2-8x6-8	8-64
Common, 1 14-inch, 2-10x6-10	Straight Shank, Wire Gauge C 108 A, M 107 or C 108 A, M 107 or
Common, 1 %-inch, 8x7 3.25	M 840, S 107 M 840, S 107
DOORS—Ash Pit. 12x15 8.50 Ash Traps—	1 to 5
	6 to 10
8x10	
10x12 1.80	11 to 15
10x12 1.80 DRILLS— Millers Falls (Breast)	11 to 15
10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 029 6.25	11 to 15
10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 11 7.00 12 6.50 97 12.00	11 to 15
10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25	11 to 15
10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 11 7.00 12 6.50 97 12.00	11 to 15
10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 7.25 555 8.00 5555 8.00 Millers Falls (Hand)	11 to 15
10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand) 1 3.25 5 3.50	11 to 15
10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand) 1 3.25 5 3.50 2 4.75 981 6.00	11 to 15
10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 7.25 555 8.00 5555 8.00 Millers Falls (Hand) 1 8.25 5 8.50 2 4.75 981 6.00 4 1.15 Millers Falls Drill Points, 1 to 8, set 50c.	11 to 15
10x12 1.80 DRILLS Millers Falls (Breast) 10 \$ 7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25 Yankee 555 8.00 5555 8.00 Millers Falls (Hand) 1 8.25 5 3.50 4 1.15 Millers Falls Drill Points, 1 to 8, set 50c. Yankee	11 to 15
10x12 1.80	11 to 15
10x12	11 to 15
10x12	11 to 15
10x12	11 to 15
10x12 1.80	11 to 15
DRILLS	11 to 15
10x12	11 to 15
DRILLS	11 to 15

		r caroant-ontended?
FILES-Band Saw. 4 inches long. 15c each: 6, 20c: 8.	85c:	Pails, Stock 518 1.85
FILES—Band Saw, 4 inches long, 15c each; 6, 20c; 8, 10, 45c. Knife, 38 ½, 30c; 4, 30c; 5, 35c; 6, 40c; 8, 10, 60c. Regular Taper, 3.8 ½, 15c; 4, 15c, 4½, 15c 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 50c. Slim Taper, 3.8 ½, 15c; 4, 15c, 4½, 15c	50c;	12 S 1.20 520 2.10
10, 60c. Regular Taper, 8.8 %, 15c; 4, 15c, 4 %, 15c	3; 5,	14 8 1.80 522 2.40
15c; 5 1/2, 20c; 6, 20c; 8, 80c; 10, 50c. Sim Taper, 8-	-84%s, -10	16 S 1.40 526 8.00
40c. Warding, 8-8 4. 25c: 4. 25c: 5. 25c: 6. 80c: 8.	40c.	18 S 1.60 Tubs, Foot 20 S 1.85 50 1.05
15c; 5.72, 20c; 6, 20c; 10, 50c. Silm laber, 6- 15c; 4, 15c 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 80c; 40c. Warding, 8-8½, 25c; 4, 25c; 5, 25c; 6, 80c; 8, Flat Bastard, 8-4, 20c; 5, 20c; 6, 25c; 8, 80c; 10, 40c; 60c; 14, 75c; 16, \$1.20. Half Round Bastard, 8-4, 25c	; 12,	Pails, Water 51
60c; 14, 75c; 16, \$1.20. Half Round Bastard, 8-4, 25c	6; 5,	8
25c; 6, 80c; 8, 85c; 10, 50c; 12, 75c; 14, 85c; 16, 8; Mill Bastard, 8-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 80c; 85c; 14, 60c; 16, 80c. Round Bastard, 8-4, 15c; 5, 15c	1.10. · 19	10 2.00
85c: 14. 60c: 16. 80c. Round Bastard. 8-4. 15c: 5. 15c	6: 6.	1285 54 2.00
20c; 8, 25c; 10, 85c; 12, 40c; 14, 60c; 16, 80c. Sq Bastard, 8-4, 20c; 5, 25c; 6, 25c; 8, 80c; 10, 45c; 12,	nare	1495 Tubs, Wash 1.85
Bastard, 8-4, 20c; 5, 25c; 6, 25c; 8, 80c; 10, 45c; 12,	60c;	320 1.10 0 1.85 1.10 1 2.15
14, 80c; 16, \$1.00. Rasps—Flat Wood, 8 inches long, 50c each; 10, 75c; 90c; 14, \$1.80; 16, \$1.75. Sec; 14, \$1.85; 16, \$1.80. Half Round Wood, 10, 75c; 95c; 14, \$1.25; 14, \$1.80. Half Round Cabinet, 8, 75c; 90c; 12, \$1.25; 14, \$1.60, 16, \$2.00.	12	Pans, Refrigerator 2 2 50
90c: 14. \$1.80: 16. \$1.75. Half Round Wood. 10. 75c:	12.	± ····· 2.85
95c; 14, \$1.85; 16, \$1.80. Half Round Cabinet, 8, 75c;	10,	2 1.15 10 8.00 8 1.40 20 8.00
90c; 12, \$1.25; 14, \$1.60, 16, \$2.00.		8 1.40 20 8.40 Pots, Watering; or Sprink- 80 8.75
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. (mon: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-	Com-	lers 410 S 8.00
mon: 15, 75c; 17, 85c; 19, \$1.00; 31, \$1.35.	AM.	514 1.85 420 S 8.40
85c. Extra Cranks, 25c.	- ALDONE	516 1.50 480 S 8.75
FLASHLIGHTS—Ever-ready—Complete		GARBAGE CANS—(See Cans)
No. 6961 each\$.90 No. 2619 each	2.00	GATES-Molasses- Stebbins Perf.
No. 6962 each 1.20 No. 2616 each	1.75	2 \$.45
No. 6991 each 1.20 No. 2680 each		8
No. 2604 each 1.50 No. 2688 each No. 2681 each 1.75 No. 2684 each	2.40	4 · · · · · · · · · · · · · · · · · · ·
No. 2682 each 1.60 No. 2659 each	8.50	6
Kwik-lite Flashlights, Complete with Battery-		GAUGES-Butt-
No. 2631 each 1.75 No. 2632 each 1.60 No. 2659 each Fibre Tubulars No. Each 6343 Reg. 2-cell	1.50	No. 98 \$1.15 No. 95 1.85
No. Each 6848 Reg. 8-cell 5220 Baby 2-cell\$1.25 6249 Miners' 2-cell	2.00	No. 94 1.85 No. 9514 1.00
5221 Reg. 2-cell 1.50 6851 Miners' 8-cell	2.40	Marking No. 90
5223 Reg. 8-cell 1.75 Metal Vest Pocket		No. 64 25 No. 93 1.50
5229 Miners' 2-cell. 1.75 8475 2-cell (Vest) 5831 Miners' 8-cell. 2.00 8577 8-cell (Vest)	1.00	No. 65
Metal Tubulars 8.001 2.00 8577 8.001 (Vest)	1.70	No. 77 1.00 No. 98 1.00
6240 Baby 2-cell 1.25		No. 71
Kwik-lite Seamless Cell Flashlight Batteries—		GLASSES— Ground Level— Proved Level—
No. 1208 2 cell Baby Tubular	.80	1%
No. 1202 2-cell Reg. Tubular No. 1301 8-cell Reg. Tubular	.40	3
No. 1204 2-cell Penlite	.35	2 ½
No. 1206 2-cell Vest Pocket	.80	8
No. 1207 2-cell Vest Pocket	.80 .85	Gauge Glasses 40% off list.
No. 1808 8-cell Vest Pocket	.35	
FLATTERS-Blacksmith-2-in., \$1.25; 31/2-in., \$1.65; 1		GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 80c: 2 Plain, 25c: 2 Bullseva, 85c: 2 Ruby, 40c.
\$2.00; 8½-in., \$8.00.		80c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c.
FORGES-No. 150 Chicago, \$11.25; No. 151 Chicago, \$1	2.75.	Tubular-Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c;
FREEZERS— Arctic		4-0 Bullaeye, 85c; 5-0 Wizard, 25c; 6-0, 20c each.
No. Each 12		GLUE-Dry-AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D,
2 8.50 14		85c lb.; GX, 50c lb.; LXX, 45c lb.
8 4.00 16		Liquid
4 5.00 18		Imperial— 1 os. 1/2 pt. 1/2 pt. 1 pt. 1 qt. 1/2 gal.
20		ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret Each .10 .20 .25 .40 .65 1.00 1.75
White Mountain 24		Le Pages- 1 oz. 2 oz. 1/4 pt. 1/4 pt. 1/4 pt. 1 pt. 1 qt.
10 8.60 26		ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00
FROES-Special-Each, 12-in., \$1.65; 14-in., \$1.75; 16	6-in.,	
\$2.00. Common-Each, 12-in., \$1.25; 14-in., \$1.85; 16	6-in.,	GRAPHITE—Flake, per lb., 75c.
\$1.50.		GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 8, \$7.00; 4, \$9.50; 10.
GALVANIZED WARE— Boilers, Coffee 800, 8	1 60	\$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 68, \$14.75.
No. Each 400, 4	2.00	
801 1/2\$1.10 500, 5	2.25	GRINDSTONES—Family, No. 020 7-inch, \$2.25 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$8.75. Loose, 15 to 40 lbs.
802 1.25 600, 6	2.75	80.00 CW1.: 40 to 200 IDs., \$5.50: over 200, \$6.00. Mounted.
803 1.85 700, 7		No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.00; 015, \$16.50; 025, \$11.50. Fixtures, 15-inch,
806 2.40 900 (90)		\$1.10 set; 17, \$1.40; 19, \$1.65.
808 2.85 Cans, Gasoline		
810 8.25 1 P & B		HAOKSAWS-Hand, Star-Length 8-in., 10e each; 75c dos.; 9-in., 10c each, 85c dos.; 10-in., 10c each, \$1.00 dos.; 11-in., 15c each; \$1.15 dos.; 12-in., 15c each, \$1.20 dos.
Boilers, Wash 255	.85	
407 A 8.00 605		
		Hand, Victor. All regular hand (including rail) blades—8-in.,
408 A 8.25 Cans. Oil	2.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each, \$1.35 dos.
409 A 8.40 01	2.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A 8.40 01	.70 1.05	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A	.70 1.05 2.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A	.70 1.05 2.25 1.85	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A	.70 1.05 2.25 1.85 2.10	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A. 8.40 01	.70 1.05 2.25 1.85	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A	2.25 .70 1.05 2.25 1.85 2.10	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos.
409 A 8.40	2.25 .70 1.05 2.25 1.85 2.10 .40	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 108, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 95c
409 A 8.40	2.25 .70 1.05 2.25 1.85 2.10 .40	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c.
409 A. 8.40 01	.70 1.05 2.25 1.85 2.10 .40 1.85 1.50	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11¼, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c
409 A	2.25 .70 1.05 2.25 1.85 2.10 .40 1.85 1.50 .80	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; \$21, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$8.50
409 A	2.25 .70 1.05 2.25 1.85 2.10 .40 1.35 1.50 .95 1.15	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Oarpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712 \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Bail Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 879, \$1.40; 770, \$1.85; 770, \$1.85; 777, \$1.60; 878, 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each.
A09 A	2.25 .70 1.05 2.25 1.85 2.10 .40 1.35 1.50 .95 1.15	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each; 5, \$2.75 each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each.
409 A. 8.40 Bowls, Wash 70 . 40 80	.70 1.05 2.25 1.85 2.10 .40 1.35 1.50 .60 .95 1.15	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 108, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each. Axe, Broad, No. 815, 70c each. Axe, Broad, No. 815, 70c each. Axe, Single Bit No. 812, 70c each. Axe, Single Bit No. 111, 85c each; 102, 85c each; 103, 75c
A09 A	2.25 .70 1.05 2.25 1.85 2.10 .40 1.35 1.50 .60 .80 .95 1.15 1.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 108, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each. Axe, Broad, No. 815, 70c each. Axe, Broad, No. 815, 70c each. Axe, Single Bit No. 812, 70c each. Axe, Single Bit No. 111, 85c each; 102, 85c each; 103, 75c
No. No.	2.25 .70 1.05 2.25 1.85 2.10 .40 1.35 1.50 .95 1.15 1.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 108, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each. Axe, Broad, No. 815, 70c each. Axe, Broad, No. 815, 70c each. Axe, Single Bit No. 812, 70c each. Axe, Single Bit No. 111, 85c each; 102, 85c each; 103, 75c
A09 A	.70 1.05 2.25 2.10 .40 1.85 2.10 .40 1.85 1.50 .95 1.15 1.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c each; 5, \$2.75 each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each. Axe, Broad, No. 315, 70c each. Axe, Broad, No. 315, 70c each. Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c each; 201, 60c each; 802, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 0, Hunters, 15c
No. No.	.70 1.05 2.25 2.10 .40 1.85 2.10 .40 1.85 1.50 .95 1.15 1.25	10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.15 dos.; 12-in., 15c each; \$1.85 dos. HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 8, \$1.05; 11, \$1.25; 11½, \$1.20; 12, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.30. Maydole Chipping—No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 108, \$1.25. Maydole Machinist Ball Pein—No. 375, \$1.75 each; 376, \$1.65; 877, \$1.60; 878, \$1.50; 379, \$1.40; 770, \$1.85; 770½, \$1.50; 771, \$1.85; 772, \$1.25; 773, \$1.15; 774, \$1.05; 775, 95c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 820, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each. Axe, Broad, No. 815, 70c each. Axe, Broad, No. 815, 70c each. Axe, Single Bit No. 812, 70c each. Axe, Single Bit No. 111, 85c each; 102, 85c each; 103, 75c

Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608,	No. 781%.	5x5-in 1.05 1.15
15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.	Cont. Ret. 2½x2½-in \$.40 \$.45	5 ½ x 5 ½-in 1.85 1.50 No. 241 H&N.
Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 80c each;	8x8-in	Cont. Ret. 2½x2½-in\$.50 \$.55
01018, 30c each; 9854, 30c each. File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55	4x4-in	8x8-in50 .55 8½x8½-in50 .55
(5), 15c each. Adze Eye No. 11, 25c each; 18, 25c each; 15, 20c each; 19,	5 1/4 x 5 1/4 - in. 1.25 1.85 8 1/4 - in	4x4-in
20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.	4-in	5 1/2 1 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c.	No. 165 F&D2. Cont. Ret.	6x6-in 1,60 1.75 1475 F&D2 .20 2.20 1475 SF2&N .25 2.80
Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and	1½-in	1474 F&D2, 1% .25 2.46 No. 160 F&D2,
13 inch, 20c each. Hatchet, Box No. 43, 18 1/2-inch, 20c each; Broad No. 89,	2 ½ - in	Cont. Ret. 2½-in \$.40 \$.50
16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each;	8 1/4 · in	8-in
Claw No. 87, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-	4%-in 1.30 1.85 No. 165N&SF3.	4-in
inch, 20c each; Shingling No. 35, 14-inch, 25c each. Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½,	Cont. Ret. 1½-in \$.40 \$.45 2-in45 .50	No. 160 N. Cont. Ret.
55c each; XRM, 6, 70c each; XRMO, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 51½,	2-in	21/4-in \$.45 \$.50 8-in50 .60
50c each; XP, 52, 60c each; XP, 52%, 60c each; XP, 52%, 70c each.	8 ½-in70 .80 4-in80 .90	8 1/4 · in
Maul, No. 385, 55c each; 886, 50c each. Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each;	4½-in 1.20 1.80 No. 295 F&D2.	No. 160 S F3. Cont. Ret.
527, Drifting, 45c each; 627, Drifting, 40c each; 325, Surface, 75c each; 425, Surface, 40c each; 525, Surface, 60c each; 625, Surface, 40c each; 625, Surface, 40c each	Pr. Ds. Pr. 1½-in \$.25 \$2.90	2 ½ -in
Rake, XR, 51/2, 50c each; XR, 6, 60c each.	2-in80 2.90 2½-in80 8.85	Pr. Dz. Pr.
HATCHETS—Box, No. USD 2, Underhill's, \$2.25 each; 8010, Plumb's, \$3.00; 8011, Plumb's, \$3.35. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, 2.10;	8-in	1½-in
TB 3, Plumb's, \$2.25; TB 4, Plumb's \$2.50; TB 5,	Pr. Ds. Pr. 1½-in	3-in
delphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$1.75; 641, Plumb's, \$2.15; 643, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85;	3½-in	Pr. Ds. Pr. 3x3 \$.30 \$8.30
\$1.75; 641, Plumb's, \$2.00; 642 Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85;	No. 295 N. Pr. Ds. Pr.	3½x330 8.85 3½x3½85 8.55
2992, Plumb's, \$2.00; 2998, Plumb's, \$2.25; 2994, Plumb's, \$2.50; 2995, Plumb's, \$2.75; 2996, Plumb's, \$3.00. Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00;	1½-in\$.85 \$3.80 3-in40 4.30	8x8
TC 2 Plumb's \$2.10 PrC 1 Philadelphia \$1.35 PrC 2.	2 ½·in45 4.60 8·in50 5.85	Pr. Ds. Pr. 3x3\$.80 \$8.85
Philadelphia, \$1.50; PTO 3, Philadelphia, \$1.65; 98, All Steel \$1.00; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75;	No. 788. 21/4 x 2 1/2 · in \$.40 \$.45	2 ½ x2
2973, Plumb's, \$1.85. Derrick, 582, Plumb's, \$2.50 each.	8 1 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	No. 289 M.
Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.25; 2987, Plumb's, \$2.50.	4x4-in	Pr. Ds. Pr. 2x2 \$.40 \$4.60 2½x245 4.75
Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's,	5x5-in 1.00 1.10 5½x5½-in 1.25 1.85 6x6-in 1.40 1.50	2 ½ x2 4.75 2 ½ x2 ½
\$1.50; 602, Plumb's, \$1.65; 292, Plumb's, \$1.60; 2968, Plumb's, \$1.75.	No. 241 F&D2.	Mo. 289 H. Pr. Ds. Pr.
Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2,15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50;	2½x2½-in \$.40 \$.45 8x8-in40 .45 8½x8½-in40 .45	2x2\$.80 \$8.85 2½x240 4.25
Plumb's, #2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.40; 2981, Plumb's, \$1.50; 2982,	4x4-in	0X8
	5x5-in 1.00 1.20 5 1 1.50 1.50	1480 P&D2 Hgs .85 4.00 1480 N .40 4.85
Shingling, No. PTS 1, Philadelphia, \$1.35 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; Plum	6x6-in 1.50 1.65 No. 341 SF 2.	1481 FAD2 .25 2.50 1481 BF3AN .25 2.80 1478 FAD2 .35 2.50
\$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.40; 592, Plumb's, \$1.50; 593, Plumb's, \$1.60; 2951, Plumb's, \$1.40; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.65.	Cont. Ret. 2 1/2 x 2 1/2 · in	1478 SF3&N .35 2.80 1480 F&D2 .35 2.20
Warehouse, No. 650 W, Plumb's, \$2.00 each.	8 1 2 3 3 4 5 5 6 6 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7	1480 SF3&N .35 2.80 1474 F&D2, 2 .80 8.80
HEADS (MOP)—Cotton, No. 9, 50c each; 12, 65c; 15, 80c; 18, 95c.	4 ½ x 4 ½ -in 85	1474 SF2, 1 1/2 .25 2.80 1474 SF2, 2 .85 8.60
Linen, No. 12, 70c each; 015, 85c; 18, \$1.00; 020, \$1.15. HINGES & BUTTS (Screws Included)—	HINGES—FLOOR— Set Bommer, D 15 \$ 1.50 R, EA, 815 1.60	
No. 900 L4. Strap Hinges. 8-inch75 3.00 Pr. Ds. Pr. 10-inch 1.20 12.75	R, EA, 815 1.60 SHA, E, 265 1.75 Chicago, R, EA, KF,	8HA, E, 8½ 4.00 Rixon, 7 10.75 8 11,25
8-inch \$.30 \$ 1.75 12-inch 1.75 17.00 4-inch	200 8 . 50	10 12.00 15 14.50
6-inch	SHA, E, 200 4.00 R, EA, KF, 280 4.25 SHA, E, 230 4.50	25 32.00
No. 985 Cor. Strap H.cs. 1-inch	Oorbin, D. R. EA, 512. 1.75 SHA, E, 512 1.85	40 62.00
6-inch40 4.00 2-inch15 1.50	Katz, R, EA, KF, 2. 1.35 SHA, E, 2 1.50 R, EA, KF, 3 3.25	SHA, E, 450 7.25
8-inch60 5.60 2 4-inch15 1.45 10-inch90 9.50 2 4-inch30 1.60	SHA, E, 3 4.00	
12-inch 1.85 18.00 2% inch20 1.85 No. 904 L4. Tee Hinges. 3-inch26 2.15 Pr De Pr 8% inch25 3.50	HODS—Coal— Open Japanned— 15\$.50	Open Galvanized
8-inch\$.15 \$ 1.75 No. 840.	16	15 \$.75 1698 17 1.10
5-inch 30 2.10 114-inch 3.15 21.45	18	18 1.35 20 1.50
No. 987 Cor. Tee Hinges. 2-inch 15 1.65	HOLLOW WARE, CAST IRON each; 9 E, \$4.25: 10 E. \$4.7	-Dutch Owens No S F #2 75
4-inch\$.85 \$ 8.00 2\frac{1}{2}-inch20 \$ 3.00 5-inch40 \$ 3.40 2\frac{1}{2}-inch20 \$ 2.10	11-inch, \$2.40; 12-inch, \$3 \$4.00; 10-inch lids, \$1.00;	5; 11 E, \$5.75; 10-inch, \$2.00; 8.85; 13-inch, \$3.25; 14-inch, 11-inch Lids, \$1.10; 12-inch 60; 14-inch lids, \$1.80.
6-inch60 5.00 3-inch25 3.20	lids, \$1.35; 13-inch lids, \$1	.60; 14-inch lids, \$1.80.

HOLLOW WARE—Continued	F 16 lash
Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.10 each 8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each	5-16-inch
8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each. (iriddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each	8-inch and larger
20, \$1.50 each 010, \$1.65 each; 012, \$1.75 each; 014, \$1.	h; Flats, all sises
each, Kettles, Stove—No. 7, \$2.75 each; 8, \$8.00 each; 9, \$3.	50 Dover No. 70, \$2.75 set.
each; 07, \$2.75 each; 08, \$3.00 each; 09, \$3.50 each.	JACKS—Bell Bottom, Net List.
Pots, Stove—No. 17, \$3.35 each; 18, \$4.00 each; 19, \$4, each; 017, \$3.35 each; 018, \$4.00 each; 019, \$4.50 each.	50 Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 8L, \$6.75.
Skillets or Spiders-No. 3, 80c each; 4, 90c each; 5, \$1.	00 KNIVES & FORKS-Iron Handled, \$1.25.
each; 6, \$1.10 each; 7, \$1.30 each; 8, \$1.35 each; 9, \$1. each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.75 each; 7	50 Butcher—
\$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.	20 526— 5\$.65 1500— 7\$1.25
each; 90, \$1.35 each. Waffle Irons—No. 7, \$2.25 each; 8, \$2.50 each; 9, \$2.	526 51/275 1500 8 1.50
each; 7 D, \$2.75 each; 8 D, \$3.00 each; 9 D, \$3.50 eac	h; 526—61/2 1.05 1910— 760
11, \$3.50 each; 12, \$5.00 each; 14, \$10.00 each.	<u>526— 8 1.50 1910— 875</u>
HOOKS-Bright, No. Dos. No. Do	
0\$.85 104\$.	45 526— 7 1.25 2200— 8 1.60
	85 526—12 8.85 8047— 660 85 526—14 4.00 8047— 6½70
8	80 790-6 1.00 8047-785
	15 790— 8 2.00 8047—10 2.00
6	15 1500— 6 1.00 8047—12 2.50
9	10 675 1.75
10	10 Cooks French Draw
12	267 8 1.80 100 6 8.75
18	267— 9 1.50 100— 7 4.00
Gross-60% Discount from List.	267—13 2.00 100— 9 5.00
Brass No. 1412— Dos. Do 14, 2 for 5c	s. Corn— 105— 6 1.50
%	40 8
74, 3 IOF 503U 178	50 5
1. 2 for 5c80 2, 2 for 15c	KNIVES—Hay—Lightnin- \$1.85; Iwan Sickle, \$2.00; Iwan
Brass Cup No. 181— Dos. Do	Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
%	BO Ling, sec; No. 12 Hooks, Sec.
30 14	40 KNOBS—Maple, Base, 5c each; 35e dos. 50 LACING—Belt—
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	75 Leather Bristol
1/4 2 3 3 4 5 5 6 1 5 5 1 5 1 5 1 5 1	Time Tolling to the time the time to the t
WARE (GARREN)	8110 %, per it04 118, per inch 3.02 %
Coupled Fifty Foot Lengths—Aztec, ¼ inch 24c for Aztec, % inch 28c; Deluge, ¼ inch 28c, Deluge, % inch 28c, Deluge, % inch 28c; Deluge, % inch 28c; Sierra, % inch, 25c; Simi, ¾ inch 17c, Sin ¼ inch 21c; Solar Cotton, ¼ inch, 20c; Solar Cotton, inch 28c; Summit, ¼ inch 20c; Summit, % inch 28c; Toee, ¼ inch 17c, Ten Cee, % inch 21c; Torrent, ¼ inch 27c; Union Arrow, plain, ¼ inch 18c, Inch 28c; Minch 28c;	Size ½, per ft 0.6 114. per inch08 b. Size ½, per ft 0.6 Wire— h. Size %, per ft 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7
Aztec, % inch 28c; Deluge, % inch 28c, Deluge, % inch 28c; Sieri	n, 81-4 %, per ft08 No. 1, box 50 ft60
1/2 inch 22c, Sierra, 1/4 inch, 25c; Simi, 1/4 inch 17c, Sin	No. 2
inch 23c; Summit, 1/2 inch 20c; Summit, 1/2 inch 23c; T	Special, 40c foot; Standard, 80c foot.
Cee, 1/2 inch 17c, Ten Cee, 1/4 inch 21c; Torrent, 1/2 in	ch LANTERNS-Boys'-No. 589, 45c each; 1590, Cadet, 25c.
inch 21c, Union Arrow, % inch 20c; Whirlpool, 1/2 in	ch each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R,
20c, Whirlpool, % inch 28c. Reel Not Coupled—Endurah Ribbed, % inch 24c, Endur	hot Blast Tubular—Ro. 105, Prisco, \$1.00 each; 165K, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217,
Ribbed, % inch 28c, Endurah Smooth, ½ inch 25c, Endur Smooth, % inch 28c; Goodrich Ribbed, ½ inch 27c, Goo	an Prisco, \$1.00.
wich Ribbed & inch 31c: North Star Ribbed, 44 inch 21	C. DELLE TO THE PROPERTY OF TH
North Star Ribbed, % inch 27c; Rajah Ribbed, ½ in	ch LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.;
North Star Ribbed, % inch 27c; Rajah Ribbed, % in 22c, Rajjah Ribbed, % inch 26c; Rajah Smooth, % in 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % in 21c, Utility Ribbed % inch 24c, Utility, Smooth % in	ch Hook, 40e dox.
21c, Utility Ribbed % inch 24c, Utility, Smooth 1/2 in 21c, Utility Smooth, % inch 24c.	ch LOCKS—Rim—Steel, 75c set; Cast, 60c set.
(CE TOOLS-	LINES, CLOTHES-Ootton, Braided-No. 850, 65c each; No. 450, 40c each.
No. 815 Plow, 8-in	Cotton, Twisted—No. 140, 85c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 85c each; 75 foot, 20
No. 817 Plow. 12 in 54.	DO gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c;
No. 820 Plow, 8-in	50 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. 00 Wire, Solid—100 foot, 9 gauge, 75c each.
No. 822 Plow. 12 in	MATS, DOOR-Cocoa- No. 1, \$1.50 each; 2, \$1.75; 8, \$2.00;
No. 456 Splitting Chisel	
No. 520 Ice Hooks, 4-ft	
4 ½ ·ft	50 MATTOCKS—
0.62	
No. 2	00 Pick, No. 1810
No. 8 2.	
No. 540, 13-inch 2. 14 4-inch 2.	15 Handled S Q 3 1/4
16½-inch 2. Pond Ice Sawe—Tiller Handle.	
4 1/2 foot	
5 foot	25
(RON—Bars Small Lots.	Junior
(Cutting Extra)	Medium
Common Bar	15 os., each\$.75 15 os., each\$.75
Angle Iron, 8-16 inch	18 oz., each
Angle Iron, & inch and heavier	MOP STICKS-No. 7, 25e each: No. 18, 25e each: Me. 70
Winch and smaller	
•	

MOWERS Gree	+ Americ	1 5	.in 014	. 17:- 0	10. 10:-
MOWERS—Greater Street	22. Con	amon	13-ID., 3	6; 14-in.,	\$6.25; 16-
in., \$6.50. NAILS—Base p	er Keg.	\$5.80.	50 to	99 lhs., ad	d 50c per
NAILS—Base p 100 lbs. to K Fine Blue 28 Fine Bright Common 2836 Common 6876 Common 8 to Caming 2836.	eg price.	1 to	50 lb.		•
Fine Bright.	• • • • • • •	.08	Barb	Box 8 to 2 Roof % to Roof 1 to	%10
Common 2880 Common 485d		.08 .08	Barb Plast	Roof 1 to 1 er Board	11/210
Common 6&7d	60d	.07 .07	O. O.	er Board Box Casing 6&8.	10 0 8
Common 8 to Casing 2&3d. Casing 4&5d. Casing 6 to Finishing 2&		.08	Galv.	Felt	
Casing 6 to	20d	.08	Galv.	Boat out—	12
Finishing 24 Finishing 44 Finishing 6 t Smooth Box 6 Smooth Box 8	8d 5 d	.10 .08	Bulk,	lb	80
Finishing 6 t	30d	.08	OX.	b. Papers,	
Smooth Box 8	to 20d	8 0. 80.	Bulk	lb Papers, e	80
Barb Box 4 Barb Box 6.	to 5d	.08 .08	36 11	b	a
Trunk-		.80	¥, 11	rseshoe	15
1 lb. Papers,	68	.35	Cape	well, lb	80
14 lb 14 lb	• • • • • • •	.20 .15	Unio	western	80 25
NETTING, POU	LTRY—H		Galvar	ized After	Weaving-
NETTING, POU. 2 inch, 20 gau 3.92; 80in.,	ge-List \$4.68: 86	roll, 12 in., 85 .	in., \$2.1 85: 48ir	.4; 18in., \$8 i 8 7.18: 60	.08; 24in., oin., \$8.91:
72in., \$10.6 Sell Full R 30in., \$4.25 72in., \$9.65	9. oli—19in	61 05	. 18in	69 80 • 94	m #9 KA:
30in., \$4.2	; 86in.,	\$4.80	48in.,	\$6.40; 60	n., \$8.00;
721n., \$9.66 Sell Cut (li:). n, ft.)—1	2in., 1	% c.: 18	in., 2 1/4 c: 2	4in., 8 14 c:
Sell Cut (li 30in., 3% c; 8% c.					
1½ inch, 20 24in., \$5.78 60in., \$13.1 Sell Full R 30in., \$6.20 72in., \$14.2	gauge-I	ist rol	l, 12in.,	\$8.15; 18	in., \$4.58;
24in., \$5.78 60in., \$18.1	5; 80in., 18: 72in.,	\$6.90; \$15.7	86in., 5.	\$7.88; 48in	., \$10.50;
Sell Full R	oli—12in	\$2.85	18in.,	\$4.10; 24	in., \$5.20;
72in., \$14.2	30.	41.20,	4011.,	45.4 5, 0011	., 411.00,
30in 5 1/4 c:	n. ft.)—1 86in., 6	.23 in., 2 14 c: 4.8	%:c; 18i in., 8%:	n., 8% c; 24 s: 60in 10	in., 4 % c; % c: 72in
1246					
24in , \$9.0	8; 80in.,	10.88	86in.,	\$12.38; 48in	a., \$16.50;
1 inch, 20 g 24in , \$9.00 60in , \$20.6 Sell Full R	88; 721n., oli—12in.	\$24.7 \$4.45	5. ; 18in.,	\$6.40; 24	in., \$8.20;
30in., \$9.75 72in., \$22.8	; 86in., (11.15;	48in.,	14.85; 60in	1., \$18.60;
Sell Cut (1 30 in., 8 % c;	in. (t.)—	12in.,	4c; 18ir	., 5%c; 24	in., 71/4 c;
% inch, 20 g 24in., \$15.6 60in., \$35.6 Sell Full Ro 30in., \$16.8 72in., \$88.4	suge—Lis 8: 80in	t Roll- \$18.71	—12in., : 86in	\$8.55; 18iz \$21.88: 48iz	1., \$12.80; 1., \$28.50;
60in., \$85.6	38; 72in.	842.7	5.	911 OE . 046	• •14.10.
30in., \$16.8	5; 86in.,	\$19.25	48in.,	\$25.65; 60i	a., \$82.05
72in., \$88.4 Sell Cut (lii	18. n. ft.)—1:	2in., 64	Kc: 18ir	9% c: 24	in., 1214c:
Sell Cut (lin 30in., 15c; 3 34 % c.	B6in., 173	4c; 48i	п., 22 %	c; 60in., 28	%c; 70in.,
NIPPERS-Nett	leton-8-i	n., \$1.	75 each;	10-in., \$2.	15; 12-in.,
\$2.25: 14-in.,	\$2.75.				
NIPPLES—Righ Size	2 2	4 8	81/2	4 5 6	7 8
%, black %, galv. %, black	.04 .06 .06 .11	.06	.06 .0	2 .14 .16	.12 .15 .18 .22
1/	.04 .06 .06 .11	.06	.06 .0 .11 .1	7 .08 .10	.12 .15 .18 . 32
%, black	.04 .06	.06	OR O	7 .08 .10	.12 .15
%, black %, galv. %, black %, galv. %, black	.06 .11 .05 .07	.11	.11 .1 .07 .0 .11 .1	8 .10 .12	.18 .22 .14 .16 .22 .26
¼, galv. ¾, blaok	.06 .11	. ,11	.11 .1	8 .16 .1 8	.22 .26 .17 .18
A Laste	.08 .14	.14	.14 .1	4 .18 .21	.17 .18 .25 .82 .28 .25
1	.11 .19	.19	.19 .1	9 .24 .28	.84 .88
1 ¼, black 1 ¼, galv.	.11 .11 .17 .17	.29	.17 .1 .29 .2	9 .8 2 .88	.29 .88 .45 .52
1 1/2, black 1 1/2, galv.	.18 .18 .21 .21	.20	.20 .2 .85 .8		.86 .40 .54 .60
2, black	.18 .18	.27	.27 .2	7 .82 .88	.50 .54
NUTS-Cold Pu	.27 .27		.47 .4 .lexagon.		.68 .75
	nched U.	8. d. E			ize ¼., 70c
lb.; 5-16, 65c	.27 .27 nched U. lb.; %,	8. d. E 50c lb	.; 7·16,	45c lb.; 14	ise 14, 70c; , 40c lb.; .c. lb. 1
9-16, 856 lb.:	78, 800	; ID.;	% , 256	15.; 16, 2	De 1b.; 1,
9-16, 856 lb.:	78, 800	; ID.;	% , 256	15.; 16, 2	De 1b.; 1,
9-16, 85c lb. 25c lb. Hot Pressed 5-16, 80c lb.; lb.; %, 17c l	; %, 800 U.S.S. %, 27cl b.; %, 10	Square b.; 7-16 be lb.;	%, 25c s, Tappe 8, 25c lt 1, 16c	15.; %, 2 ed—Size % o.; %, 21c l lb.	56 lb.; 1, , 85c lb.; lb.;%, 19c
9-16, 856 lb. 25c lb. Hot Pressed 5-16, 80c lb.; lb.; %, 17c ll OAKUM—Plumb 85c lb.	; %, 800 U. S. S. %, 27c l b.; %, 10 pers, 16c	Square b.; 7-16 be lb.; lb.; 1	%, 25c s, Tappe 8, 25c lt 1, 16c	15.; 16, 2	56 lb.; 1, , 85c lb.; lb.;%, 19c
9-16, 856 lb. 25c lb. Hot Pressed 5-16, 80c lb.; lb.; %, 17c ll OAKUM—Plumb 85c lb.	; %, 800 U. S. S. %, 27c l b.; %, 10 pers, 16c	Square b.; 7-16 be lb.; lb.; 1	%, 25c 6, 25c ll 1, 16c Vavy, 25	15.; %, 2 ed—Size % o.; %, 21c l lb.	5c lb.; 1, , 85c lb.; lb.;%, 19c t Unspun,
9-16, 35c lb. 25c lb. Hot Pressed 5-16, 30c lb.; lb.; %, 17c l OAKUM—Plumb 35c lb. OAR LOCKS—: 2½-in., per 1	U. S. S. %, 27c l b.; %, 16c ers, 16c 3-in., per pair, 70c.	Square b.; 7-10 bc lb.; lb.; P	%, 25c 6, 25c ll 1, 16c Vavy, 25	16.; %, 2 ed—Size % o.; %, 21c l b. 5c lb.; Bes	5c lb.; 1, , 85c lb.; lb.;%, 19c t Unspun,
9-16, 35c lb. 25c lb. Hot Pressed 5-16, 30c lb.; lb.; %, 17c l OAKUM—Plumt 35c lb. OAR LOCKS— 2½-in. per 1 OPENERS (CAI No.	U. S. S. 34, 27c lb.; %, 16c lb.; %, 16c lb.; 70c.	Square b.; 7-10 bc lb.; lb.; P pair	%, 25c s, Tappe 8, 25c ll 1, 16c lavy, 2! 40c; \$	10.; %, 3 ed.—Size % o.; %, 21c l lb. fc lb.; Bes %-in., per	5c lb.; 1, , 85c lb.; lb.;%, 19c t Unspun, pair 60c; Each.
9-16, 35c lb. 25c lb. Hot Pressed 5-16, 30c lb.; lb.; %, 17c ll. OAKUM—Plumb 85c lb. OAR LOCKS—: 2½-in. per j OPENERS (CAP	U. S. S. %, 27c lb.; %, 10cers, 16c	Square b.; 7-10 bc lb.; lb.; P pair	%, 25c s, Tappe 8, 25c ll 1, 16c Vavy, 2! 40c; 3: No. 140	16.; %, 2 ed—Size % o.; %, 21c l b. 5c lb.; Bes	56 lb.; 1, . 85c lb.; lb.; %, 19c t Unspun, pair 60c; Each.

RICES—Continued.					
OIL-Boiled Linseed, \$1.60 gal.			•		
OILERS-		в			.50
Mowing Machine-	16				
No. Each 8 A \$.25	Steel,	Railro	oad		
	11				. 1.00 . 1.25
8 B	Zinc,	Chace	's—		
1120 \$.40	00				
Steel, Spring Bottom—	1				15
12	2 3		• • • •		20
	À				80
14	5				85
OUTELTS—Cobblers—Eclipse	\$1 00	esch:	Fam	il•	45 81 85
14	\$1.50.	Lasts	and	Stand	, No.
15, cast, 90c; No. 15, extra	heavy,	\$1.85	; No.	24,	malle
OVENS, PORTABLE—Boss					
No Each	No.				Each
012	700		• • • • •	• • • •	. \$5.50
0200 5.25	750				6.50
450 5.50	755	• • • • •		• • • • •	. 6.75
Perfection 121 G 4.75	122	G			. 5.75
Pinney & Boyle					
13 8.00	88 37	• • • • •	• • • • •	• • • • •	8.25
17 G 8.75	37	G			8.85
PACKING-Sheet Rubber-Star	ndard, 2	luc lb.	; Kai	nbow,	yue;
Piston Spiral Steam, High Pro	; Equa:	re Fia 82.25:	Steam	Bided, n or V	BUC; Water.
13 3.00 17 3.50 17 G 3.75 PACKING—Sheet Rubber—Star Italian Hemp. Common, 40c Piston Spiral Steam, High Pr. Low Pressure, \$1.25. PADS—Swent—No. 63 N12 R					
PADS—Sweat—No. 68 N12, R Blue and White striped, \$1.5	ed Edg	e, 75	s; No	. 146	A12,
PADLUCKS—Cordin	NO.				CRCII
No. Each	1903	• • • • •			50
958	9902 9902 21090	ΝĊ			65 60
2822 1/4	21090				75
2802 4 .85 2822 4 .50 2869 .1.00 2879 .1.50	228	a i e			
2880 1./5	225				80
2881 2.25	458	j			35
2883 3.00 Miller	458 2 568		· • • • •	• • • • •	.85 . 1.25
1 1.50	565				. 1.50
016	585 635			• • • •	. 1.80
18 B	645	÷ · · · ·			
					60
1940	808				. 1.40
21	805			· · · · · ·	. 1.40
21	805 805 805	4			. 1.40 . 1.50 . 1.75
21	805 805 805 813 815	14			. 1.40 . 1.50 . 1.75 . 1.50
21 .50 75 .50 76 .75 78 .85 96 .50	803 805 805 813 815 823 833	%			. 1.40 . 1.50 . 1.75 . 1.50 . 1.75
2150 7550 7675 7885 9650 96 0 .65 12150	803 805 805 813 815 823 833 848	%			1.40 1.50 1.75 1.50 1.75 2.00 2.50
21 .50 75 .50 76 .75 78 .85 96 .50 96 C .65 121 .50 5441 .85	803 805 805 813 815 823 833 843 858	%			1.40 1.50 1.75 1.50 1.50 1.75 2.00 2.50
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 98	805 805 815 815 823 833 848 858 8454	14			1.50 1.75 1.50 1.50 1.75 2.00 2.50 2.75
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES—	805 805 813 815 823 833 843 845 8454	1/2 · · · · · · · · · · · · · · · · · · ·		Gal.	1.50 1.75 1.50 1.50 1.75 2.00 2.50 2.75
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 941 .85 Slaymaker 1902 .60 PAINT SUNDRIES- Alcohol (Denatured) Gal.	805 805 813 815 823 833 843 858 8454 Va.gal	s		Gal. 1	1.40 1.50 1.75 1.50 1.50 1.50 2.50 2.50 2.70 1.60
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon \$1.35	805 805 813 815 823 833 843 858 8454 Va.gal	s		Gal. 1	1.40 1.50 1.75 1.50 1.50 1.50 2.50 2.50 2.70 1.60
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel \$1.20	805 805 813 815 823 833 843 858 8454 Va.gal	s		Gal. 1	1.40 1.50 1.75 1.50 1.50 1.50 2.50 2.50 2.70 1.60
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Glue Lb. No. 2 Gelatine .65	805 805 813 815 823 833 848 8454 14-gal Quart: Porch Gals. 14-gal	8		Gal. Qt. Gal. Qt.	1.50 1.50 1.50 1.50 1.50 1.50 2.50 2.50 2.50 2.50 1.60 .95 4.25 8.25 1.20 Gal.
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Glue Lb. No. 2 Gelatine .65	805 805 813 815 823 833 848 858 8454 4-gal Quart Forch Gals, Oth	is	· · · · · · · · · · · · · · · · · · ·	Gal. Qt.	1.50 1.75 1.50 1.50 1.50 2.50 2.50 2.50 1.60 95 4.25 8.25 1.20 Gal.
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Glue Lb. No. 2 Gelatine .65	805 805 813 815 823 833 848 858 8454 4-gal Quart Forch Gals, Oth	is	· · · · · · · · · · · · · · · · · · ·	Gal. Qt.	1.50 1.75 1.50 1.75 2.00 2.50 2.50 1.60 95 4.25 4.25 4.25 1.20 Gal.
21	805 805 815 823 833 843 845 845 4 - gal Quart: Oil Floor Gloss Lard, Lin-Q.	%	· · · · · · · · · · · · · · · · · · ·	Gal. Qt. Gal. Qt.	1.50 1.75 1.50 1.75 2.00 2.50 2.50 2.50 4.25 1.30 Gal. .65 2.50
21 50 75 50 76 75 78 85 96 50 96 50 96 50 96 50 96 85 121 50 5441 85 Slaymaker 1902 60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon \$1.35 5-gallon \$1.35 6-gallon \$1.20 Glue 65 Chicago White 65 Lead, Selby White 500 lbs. or more 15% 100-lb. kegs 16	805 805 813 813 823 843 858 8454 ½-gal Quart Oil Floor Gloss Lard, Line-O	%	%	Gal. Qt. Gal. Qt.	1.50 1.75 1.50 1.75 2.00 2.75 2.75 2.25 1.60 4.25
21 50 75 50 76 75 78 85 96 50 96 50 96 50 96 50 96 85 121 50 5441 85 Slaymaker 1902 60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon \$1.35 5-gallon \$1.35 6-gallon \$1.20 Glue 65 Chicago White 65 Lead, Selby White 500 lbs. or more 15% 100-lb. kegs 16	8055 805 813 823 833 843 845 8454 Vs.gal Quart Porch Gals. Vs.gal Quart Cil Floor Gloss Lard, Lin-O	%	16d	Gal. Gal. Gal.	1.50 1.75 1.50 1.75 2.00 2.50 2.50 2.50 4.25 1.30 Gal. .65 2.50
21 50 75 50 76 75 78 85 96 50 96 50 96 50 96 50 96 85 121 50 5441 85 Slaymaker 1902 60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon \$1.35 5-gallon \$1.35 6-gallon \$1.20 Glue 65 Chicago White 65 Lead, Selby White 500 lbs. or more 15% 100-lb. kegs 16	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Pool: Flore Gals. ½-gal Cull Flore Clinsee Neats: Neats:	No. 1 Oil d, Boil d, Rafoot N al		Gal. Qt.	1.500 1.75 1.500 1.75 1.500 2.75 2.7
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel .\$1.20 Glue .15 No. 2 Gelatine .65 Chicago White .65 Lead, Selby White 500 lbs. or more .15% 100-lb. kegs .16% 100-lb. kegs .16% 12½-lb. kegs .16% Paint, Dry Colors Burnt Umber .05% Chrome Green, Med15	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.500 1.75 1.500 1.500 1.75 2.75 2.75 2.75 2.200 1.60 2.500 2.500 2.500 2.500 2.500 2.500 2.500 2.500 2.55000 2.5500 2.55000 2.55000 2.55000 2.5500 2.5500 2.5500 2.55000 2.55000 2.5500
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel .\$1.20 Glue Lb. No. 2 Gelatine .65 Chicago White .65 Lead, Selby White 500 lbs. or more .15% 100-lb. kegs .16% 100-lb. kegs .16% Paint, Dry Colors Burnt Umber .05% Chrome Green, Med15% Graphite .06% Graphite .06% Princess Metallic .04%	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.500 1.75 1.500 1.500 1.500 1.500 1.500 1.605 1.201 1.600 1.6
21 .50 75 .50 76 .75 78 .85 96 .75 78 .85 96 .50 96 .50 96 .50 96 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel .1.20 Glue Lb. No. 2 Gelatine .65 Chicago White .65 Chicago White .65 Lead, Selby White 500 lbs. or more .15% 100-lb. kegs .16% 12½-lb. kegs .16% 12½-lb. kegs .16% 12½-lb. kegs .16% Chrome Green, Med .15 Graphite .06% Princess Metallic .04 Raw Sienna .07	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.500 1.75 1.500 1.500 1.500 1.500 1.500 1.605 1.201 1.600 1.6
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel .\$1.20 Glue .1.20 Barrel .\$1.20 Glue .65 Chicago White .65 Lead, Selby White 500 lbs. or more .15% 100-lb. kegs .16% 12½-lb. kegs .16% Paint, Dry Colors Burnt Umber .05% Chrome Green, Med .15 Graphite .06% Princess Metallic .06% Raw Sienna .07 Venetian Red .04	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.500 1.750 1.500 1.500 1.500 1.500 2.500
21 .50 75 .50 76 .75 78 .85 96 .50 96 .50 96 .50 96 .50 96 .50 96 .50 96 .65 121 .50 5441 .85 Slaymaker 1902 .60 PAINT SUNDRIES— Alcohol (Denatured) Gal. 1-gallon .\$1.35 5-gallon .1.20 Barrel .\$1.20 Glue .1.20 Barrel .\$1.20 Glue .65 Chicago White .65 Lead, Selby White 500 lbs. or more .15% 100-lb. kegs .16% 12½-lb. kegs .16% Paint, Dry Colors Burnt Umber .05% Chrome Green, Med .15 Graphite .06% Princess Metallic .06% Raw Sienna .07 Venetian Red .04	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.505 1.505 1.505 1.506 1.506 1.706
21	805 805; 813 815 823 843 843 858 8454 ½-gal Quart: Poor Gloss Lard, Linsee Neats: Neutr: Parati	No. 1 Oil d, Boil d, Rafoot N al	½-	Gal. Qt. Gal.	1.50 1.50 1.50 1.75 1.75 1.75 2.50 2.50 2.50 2.50 2.50 2.50 2.50 2.5
21	805 805 805 813 815 823 843 843 858 8454 4-gal Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Chinsee Land Neutre Parafi Tin Barrel Kegs. 100-lb Linsee Less 110-lb Less 110-lb Less 110-lb	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.505 1.505 1.505 1.506 1.506 1.706
21	805 805 805 813 815 823 843 843 858 8454 4-gal Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Chinsee Land Neutre Parafi Tin Barrel Kegs. 100-lb Linsee Less 110-lb Less 110-lb Less 110-lb	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.50 1.50 1.50 1.50 1.50 1.50 2.50 2.50 2.50 2.50 2.50 2.50 2.50 2
21	805 805 805 813 815 823 843 843 858 8454 4-gal Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Chinsee Land Neutre Parafi Tin Barrel Kegs. 100-lb Linsee Less 110-lb Less 110-lb Less 110-lb	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.50 1.50 1.50 1.50 1.50 1.50 2.50
21	805 805 805 813 815 823 843 843 858 8454 4-gal Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Chinsee Land Neutre Parafi Tin Barrel Kegs. 100-lb Linsee Less 110-lb Less 110-lb Less 110-lb	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.500 1.75 1.50 1.250 1.250 1.250 2.25
21	805 805 805 813 815 823 843 843 858 8454 4-gal Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Gals. Varget Oil Forch Chinsee Land Neutre Parafi Tin Barrel Kegs. 100-lb Linsee Less 110-lb Less 110-lb Less 110-lb	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.505 1.505 1.506 1.506 1.506 1.706 2.506
21	805 805 805 813 815 823 843 858 8454 4 gart Forch Gals. Vargat Oil Forch Gals. Vargat Oil Forch Gals. Vargat Oil Forch Gals. Vargat Oil Forch Gals. Vargat Oil Forch Chinsee Linsee Neats 100-1b Linsee Kegs. 100-1b Legs. 100-1b	No. 1 Oil d, Boi dd, Ra loo lb bulk bulk 25 lbs bos. 5-ll	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.500 1.750 1.500 1.750 1.750 1.750 2.500 2.
21	805 805 805 813 815 823 843 843 858 8454 4-gal Quart Floring Gals. M-gal Cultin-O Linsee Land Lin-O Linsee Neats Neats 100-lb Less 1 100 lb Less 1	No. 1 No. 1 Oil d, Boi ded, Rae ine 100 lb bull bulk 25 lbs 000 lb Kalsom 280 100 lb b, pkg s, bull 25 lbs bs, 5-1 00 lbs	%	Gal. : Qt. Gal. : Qt. es. es. es. es.	1.505 1.
21	805 805 813 815 823 843 843 845 845 845 845 94 94 94 94 94 94 94 94 94 94 94 94 94	No. 1 -Oil -Oil -Oil -Oil -Oil -Oil -Oil -Oil		Gal. :	1.50 1.50 1.50 1.50 1.250 1.250 1.250 1.250 1.60 1.
21	805 805 813 815 823 843 843 853 8454 4 -gal Quart Porch Gals. 4 -gal Quart Porch Cals. 10:1 Floor Clinsee Land, Lin-O.1 Linsee Linsee Neats, 100-1b Less 1 100 l Bbls., 4 25-1 25 lbs 1 100 s 1 Less 1 100 s 1 Less 1 100 s 1 Less 1 100 s 1 Less 1 100 s 1 100 s 1	No. 1 No. 1 Oil d. Boi sid, Ras 100 lb bulk 25 lbs bulk 25 lbs bulk 25 lbs bs., 5-1 00 lb bs., bulk 25 lbs	%	Gal. : Qt. Gal. : Qt. see	1.505 1.755 1.505 1.250 1.250 1.250 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½
21	805 805 805 813 815 823 843 858 8454 4 - gal Quartr Porch Gals. Wartr Oil Flore Clinsee Lard, Lin-O Linsee Lard, Lin-O Linsee Kegs, 100-1b Less 1 100-1b Less 1 100-1b Les	No. 1 Oil No. 1 Oil Is No. 1 Oil b. Kalsom 100 lb. Kalsom 280 100 lb. Kalsom 280 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb.	%	Gal. Qt. Gal. Qt. Gal. St. Gal. Gal. Gal. Gal. Gal. Gal. Gal. Gal	1.500 1.750 1.500 1.750 1.
21	805 805 813 815 823 843 858 8454 4 - gal Quart Floor Glass Unro Gloss Lard, Lin-O Lin-O Lin-O Lin-O Lin-O Lin-See Lard, Lin-O	No. 1 Oil No. 1 Oil Is No. 1 Oil b. Kalsom 100 lb. Kalsom 280 100 lb. Kalsom 280 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb. Kalsom 290 100 lb.	//s //s //s lsomin s. c. b. pkg s. bul k. b. pk	Gal. 1. Qt. Gal. 1. Qt. 1. Gal. 1. Gal	1.505 1.755 1.505 1.250 1.250 1.250 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.605 1.250 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½ 1.09 ½

PANS—Acme Frying— No. 00, each. \$.15 No. 4, each. \$.46 No. 0, each25 No. 5, each45 No. 1, each30 No. 6, each50 No. 2, each35 No. 7, each60 No. 3, each35 PAPER—Asbestos, size 1-16 and under, 80c lb. cut; over 1-16, 30c lb. Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll. Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.) PAPER—Building— P & B No. 1—500\$2.00 No. 1—500. \$1.80 No. 1—500. \$.96 No. 2—500. \$1.80 No. 2—500. \$.96 No. 2—500. \$2.55 No. 2—1000. \$.75 No. 2—1000. 4.95 No. 3—500. 4.00 Mo. 3—500. \$.60 No. 3—1000. 7.70 No. 3—1000. 6.75 Red Resin— 17 lb\$1.15 25 lb\$1.65 20 lb. 1.40 \$0 lb. 1.96 PAPER—Roofing, Smooth or Sanded—Ply ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.35. PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00-½, 40c qr.; 1, 45c qr.; 1½, 50c qr.; 2, 55c qr.; 2½,	1-in, 1½-in, 1½-in, 2-in, Gal. Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. G
FEAVIES— Socket Bangor Bangor	Olose
Maple Hickory Maple Hickory \$2.75 \$2.85 \$2.75 \$2.85 \$2.80 \$2.00 \$2.00 \$2.00 \$2.00 \$2.00 \$2.55 \$2.00 \$2.55 \$2.55 \$2.55 \$2.55 \$2.55 \$2.55 \$2.50 \$2.55 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.50 \$2.55 \$2.50	Long
Each Each	inch, 850; 2 inch, 45c. PIPE STOVE—29 Gauge, Nested. Full Joints—Size 2-inch.
46	PIPE, STOVE—29 Gauge, Nested. Full Joints—Size 3-inch, 26c; joint; 4-inch, 30c, 5-inch, 30c; 6-inch, 80c; 7-inch, 40c. 3-inch Japan, 30c joint; 4-inch, 35c; 5-inch, 45c. 3-inch Galvanized, 40c joint; 4-inch, 45c. 3-inch Galvanized, 40c joint; 4-inch, 45c. 3-inch Galvanized, 40c joint; 6-inch, 20c. Taper Joints—6-inch 15c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint. For future delivery, prices withdrawn. PITCH—Asphaltum—5-lb. can, 82.75; ½ Bbl., \$4.50; Bbls., \$8.00. PLANES—Wood Smooth, \$1.25 each; 60v. \$4.50; Bbls., \$8.00. PLANES—Wood Smooth, \$1.25 each; 60v. \$2.40; 15, \$2.15; 16, \$2.20; 17, \$2.40; 18, \$2.40; 19, \$2.55. Block-Bailey—No. 9½, \$2.00 each; 9¾, \$2.40; 15, \$2.15; 16, \$2.20; 17, \$2.40; 18, \$2.40; 19, \$2.55. Block, Stanley—No. 60, \$2.52 each; 60v., \$2.00; 61, \$2.00; 65, \$2.70; 100, 50c; 101, 45c; 102, 80c; 103, \$1.00; 110, \$1.00; 120, \$1.50; 130, \$1.50; 131, \$2.35; 203, \$1.30; 200, \$1.50. Iron, Bailey—No. 2, 2 C, \$3.60 each; 3, 3 C, \$3.75; 4, 4 C, \$4.15; 4½, 4½ C, \$4.50; 5, 5 C, \$4.50; 5½, 5½ C, \$5.60; 6, 6 C, \$5.90; 7, 7 C, \$7.00; 8, 8 C, \$8.60. Iron, Stanley—No. 602, 602 C, \$4.00 each; 603, 603 C, \$4.20; 604, 604 C, \$4.65; 604½, 604½ C, \$5.85; 605, 605 C, \$5.35; 605½, 605½ C, \$5.80; 606, 606 C, \$6.80; 607, 607 C, \$7.65; 608, 608 C, \$9.25. All Wood—Plain, No. 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Rasee, No. 17W, \$1.50 23W, \$2.85; 29W, \$3.00. Wood Bottom, Bailey—No. 22, \$2.60 each; 23, \$2.60; 24, \$2.60; 26, \$3.00; 27, \$3.25; 28, \$3.75; 29, \$3.86; 30, \$4.00; 31, \$4.15; 82, \$4.40; 35, \$8.25; 36, \$8.65. PLIERS—Bernard's, No. 100, 4½-inch, 80c each; 5½-inch, \$1.00; 6½-inch, \$1.25. No. 101, 5½-inch, \$1.00; 6½-inch, \$1.50. No. 104, 4½-inch, \$0.0; 5½-inch, \$1.75; 6½-inch, \$1.25. No. 104, 4½-inch, \$1.60; 5½-inch, \$1.75; 6½-inch, \$1.25. No. 106, 6½-inch, \$1.50. No. 111, 5½-inch, \$1.60. Klein's, 6-inch, \$1.50. No. 105, 5-inch, \$1.50. No. 106, 6-inch, \$1.50. No. 106, 6-inch, \$1.50. No. 106, 6-inch, \$1.50. No. 107, 6-inch, \$1.50. No. 108, 6-inch, \$1.5
each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each. PIPE FITTINGS—Price, each. *** *** *** *** *** *** *** *** *** *	PLUGS—Spark—\$1.00 each. PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 8, \$1.75; 18, \$2.10; 25, \$2.85; 80, \$2.15; 85, \$2.85; 45½, \$3.00; 90, \$2.75; 98, \$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, \$00c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$3.00; 6518, \$2.50; 6524, \$3.00. POINTS & OHUOKS—For 30 and \$1. \$.75
Waste Nuts10 .10 .10 .10 .10 .15 .10	% gallon, \$1.50; gallon, \$3.50.

POLISHES—Continued. Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70e;	Each 804 B, 824 B 18.00 Regulation Police 21.00
2 pound, \$1.40; 5 pound, \$8.00. Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart	843, 858 18.00 1908 Hand Ejector 21.00
Metal-NonOlio, 1/2 pint, 50e each; 1 pint, 75c; 1 quart \$1.25.	848 B, 858 B 18.50 88 S. & W. Perfected. 20.00 844, 854 18.50 1908 Military 24.50
Shoe Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c;	844 B. 854 B 14.00 1911 Target 22.50
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;	860 B, 865 B 14.25 New Departure 32 18.50 Smith & Wesson New Departure 38 20.00
1 O Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P,	1905 Military, Police. 22.00
Satinola, 15c.	RIVETS-Sicted Clinch, Coppered Steel-No. 9, 10c box; 98,
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.	10c box.
Paste, No. 5. Black Silk, 15c each: 10, Black Silk, 20c;	Tinners', in Papers—Black: Plus 10%; tinned, plus 10%. Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c;
20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c;	8 ½, 85c; 4, 85e; 5, 85e; 6, 85c; 7, 85c; 8, 85c; 10, 85c.
75 Black Jack, 15c; 1, Kising Sun, 15c.	RIFLES-No. and Model- 16 A TD-Standard \$2.75
POTS—Fire Gasoline, C. & L. 8 Quart	Daisy Air Each Stevens
1\$19.00 10 Quart 1.40	25 \$ 4.25 Little Scout 4.00 40 4.25 Crack Shot 4.85
5 17.00 12 Quart 1.50	8 2.65 Marksman 6.50
71 19.00 Tin—	\$0\$ 2.25 Favorite 7.85 11 1.50 70 TD—.22 11.50
72	12 185 Winchester
221	King Air 1886 SF—Round Brl. 36.00 4 2.25 TD—Round Brl. 42.00
4 Quart \$.85 10 Quart 1.00	5 2.65 1890 TD-Oct gn F cy 48.50
6 Quart 1.00 PULLERS—Nail—Rex, \$1.45 cach; Rex. Jr., \$1.25; Red	92 1.50 1X92 NF—KANNA BEL 20.50
Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.50.	Marlin SF-Octagon Brl. 27.00
PULLEYS—Brass Screw, No. 850, 1/2 inch, 10c each; 1/4, 10c	20 TD—Octagon Brl. 17.50 SF—Carbine 24.00 27 TD—Round Brl. 20.50 TD—Octagon Brl. 35.00
each; %, 10c each; 1, 15c each; 1%, 25c each; 1%, 40c each. No. 370, % inch, 25c each; 1, 40c each. Brass side, No. 1150, % inch, 20c each; %, 25c each. No. 1170,	TD-Octagon Brl. 28.00 1894 SF-Round Brl. 27.50
Brass side, No. 1150, 1/2 inch, 20c each; 1/2, 25c each. No.	29 TD—Round Brl. 15.50 SF—Octagon Brl. 29.50 1897 TD—Round Brl. 21.50 SF—Carbine 25.50
Brass Upright, No. 500, 25c each.	TD—Octagon Brl. 28.50 TD—Octagon Brl. 35.25
Clothes Line, No. 610, 2 15c each; 2½ 20c each; 660, 15c each; 670, 15c each; 610, 2 15c each; 2½ 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 35c each; 6500,	Remington 1895 SF 88.00 4 TD—Octagon Brl., 11.00 1895—Gov't Model 41.00
each; 670, 15c each; 1610, 2 15c each; 272 25c each; 1660, 20c each: 1670, 20c each: 6850 G, 85c each: 6500.	6 TT Dound Reveal 7 60 1895 TD
55e each.	8 A TD—Round Brl. 45.00 1902 TD—.22 7.50 12 TD—Round Barrel. 18.20 1908 TD—Plain 82.00
Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$1.95 each.	TD—Octagon Brl. 20.20 TD—Fancy 56.00
PULLEYS-Frame-No. 4 Ottumwa per dos., 65c; No. 5,	14 A TD—Standard
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.	ROPE—Cotton Thread—Size 8-16, 75c lb.; 1/2 to 5-16, 75c;
PUMPS—P. S.—1, \$8.00; 2, \$8.40; 8, \$8.85; 4, \$4.25.	34 to 34, 75c: 34 to 1, 70c.
PUTTY—Per lb., 10c. RAIL (HOUSE DOOR)— Prouty	Manila—Base, 450 lb Sissi, Base, 550 lb.
Prouty Post 9 15	RULES, BOXWOOD-Lufkin Stanley-No. 171, (86) 85c each;
No. 5	BULES, Boxwood—Lufkin Stanley—No. 171, (36) 500 eacn;
	NO. 872 (8672) 100, 876 (8) 42.20, 800 (877, 400)
	(8214) 95c: 465 (69) 20c; 488 (57) 50c; 651 (68) 20c;
9	(82 ½) 95c; 465 (69) 20c; 488 (57) 50c; 651 (68) 20c; 702 (18) 40c; 751 (61) 80c; 752 (70) 40c; 762 B (7)
9	(32½) 95c; 465 (69) 20c; 488 (57) 50c; 551 (68) 20c; 702 (18) 40c; 751 (61) .80c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (65½)
9	(32½) 95c; 465 (69) 20c; 488 (57) 50c; 551 (68) 20c; 702 (18) 40c; 751 (61) .80c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8861 Y (66) 60c; 8861 (66½) 70c; 8881 (66½)
9	BULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 872 (36 ½) 70c; 378 (8) \$1.15; 886 (32) 70c; 888 (32 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .80c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (62) 80c; 861 \$1.58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 3881 (66 ½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Black-
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, 041, 464, 88, 90.
\$ \$ \$ \$ \$.50 150 \$.50 150 \$	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, 041, 464, 88, 90.
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, 9464, 88, 90.
\$ \$	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, 9464, 88, 90.
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; anith 75c; 041, 9464, 88, 90.
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$8.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. 25-in. 25
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 23-in. 24-in. 26-in. 28-in. 28
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. 22-in. 28-in. 28
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8625 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bird. 7 31.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 D.6 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 10 2.85 2.50 2.60 3.70 2.85 3.10
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in 20-in 22-in 24-in 26-in 28-in 28-
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8515 (04), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— 18-in. 20-in. 22-in. 24-in. 26-in. 23-in. 7 21-in. 20-in. 22-in. 24-in. 25-in. 24-in. 25-in.
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 23-in. 24-in. 26-in. 21-in. 20-in. 21-in. 26-in. 21-in. 21-in. 26-in. 21-in. 21-in. 26-in. 21-in. 21-in. 26-in. 21-in. 2
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$8.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 40c; 8518 (08), 40c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8552 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.85 \$2
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 15-in. 20-in. 22-in. 24-in. 26-in. Bip. 7 31.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8625 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip. 7 31.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.50 \$2.60 \$7.00 \$2.85 \$3.10 \$2.50 \$2
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (405 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. 21-pocked Pocked Po
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 70c; 8518 (108), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 34-in. 26-in. 22-in. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$3.50 2.50 2.60 2.70 2.85 3.10 16 2.35 2.50 2.60 2.70 2.85 3.10 16 2.35 2.50 2.60 2.70 2.85 3.10 12 2.35 2.50 2.60 2.70 2.85 3.10 12 2.35 2.50 2.60 2.70 2.85 3.10 12 2.35 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.50 2.60 2.70 2.85 3.10 12 2.35 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.85 3.50 2.50 2.65 2.85 3.05 3.25 3.50 3.55 3.50 2.50 2.50 2.65 2.85 3.05 3.25 3.50 2.50 2.65 2.85 3.05 3.25 3.50 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.55 3.5
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 15-in. 20-in. 22-in. 24-in. 26-in. Bip. 7 31.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8518 (04), 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 23-in. 24-in. 26-in. Exp 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 16-in. 20-in. 22-in. 24-in. 26-in. Bip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.25 \$2.85 \$2.60 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.25 \$
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), \$1.05; 8525 (405 F), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. Elp. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$12 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$12 \$2.25 \$2.25 \$2.55 \$
9	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 15-in. 20-in. 22-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.25 \$2.25 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.65 \$2.85 \$3.10 \$2.50 \$2.50 \$2.65 \$2.85 \$3.05 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.25 \$2.50 \$2.65 \$2.85 \$3.05 \$2.85 \$2.50 \$2.85 \$2.85 \$2.50 \$2.85 \$2.85 \$2.50 \$2.85 \$2.85 \$2.50 \$2.85 \$2
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4043, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 15-in. 20-in. 22-in. 24-in. 26-in. Bip No. 1190 \$2.00 \$2.15 \$2.25 \$2.35 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.50 \$2.50 \$2.65 \$3.25 \$3.45 \$3.70 \$2.55 \$2.50 \$3.60 \$3.70 \$2.85 \$3.10 \$2.25
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 41.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$41.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 16-in. 20-in. 22-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.35 \$2.50 \$3.60 \$3.70 \$2.85 \$3.10 \$12 \$2.35 \$2.50 \$3.60 \$3.70 \$2.85 \$3.10 \$12 \$2.70 \$2.85 \$3.05 \$3.25 \$3.45 \$7.00 \$112 \$2.20 \$2.50 \$2.65 \$3.85 \$3.55 \$3.55 \$2.50 \$3.60 \$3.75 \$4.90 \$1.00 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.85 \$2.50 \$3.60 \$3.75 \$4.90 \$1.15 \$15 \$3.85 \$3.50 \$3.25 \$3.50 \$3.25 \$3.50 \$3.25 \$3.50 \$3.55 \$3.50 \$3.55 \$3.5
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$4.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8528 (408 F), 70c; 8518 (108), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8616 (106), 90c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8616 (106), 90c; 8524 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in, 20-in, 23-in, 24-in, 26-in, 21-in, 20-in, 21-in,
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in, 20-in, 22-in, 24-in, 24-in, Bip No. 18-in, 20-in, 22-in, 24-in, Bip No. 18-in, 20-in, 22-in, 24-in, Bip No. 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 3.70 2.85 3.10 12 2.85 2.50 2.65 3.85 3.55 3.85 D-20 2.52 2.85 3.05 3.25 3.45 3.70 112 2.85 2.50 2.65 2.85 3.05 3.25 3.45 3.70 112 2.85 2.50 2.65 2.85 3.05 3.25 3.85 D-100 2.50 2.65 2.85 3.05 3.25 3.85 D-100 2.50 2.55 2.85 3.05 3.25 3.85 3.50 2.51 3.50 2.50 3.50 2.50 3.50 3.50 3.55 3.50 2.50 3.50 3.50 3.50 3.50 3.50 3.50 3.50 3
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$4.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), \$40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 36-in. Bip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$3.75 \$4.00 \$2.15 \$3.25 \$3.50 \$3.5
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. 21p. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$12 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$2.10 \$12 \$2.25 \$2.25 \$2.65 \$2.85 \$3.05 \$3.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.65 \$2.85 \$3.05 \$3.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.65 \$2.85 \$3.05 \$3.55 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.65 \$2.85 \$3.05 \$3.55 \$3.50 \$2.50 \$2.50 \$2.65 \$2.85 \$3.05 \$3.55 \$2.50 \$2.65 \$2.85 \$3.05 \$3.
182	Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$4.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8518 (08), \$40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 36-in. Bip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.35 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.05 \$3.25 \$3.45 \$7.00 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.2 \$2.50 \$2.65 \$3.85 \$3.05 \$3.25 \$3.50 \$2.60 \$3.75 \$4.00 \$2.15 \$3.25 \$3.50 \$3.5

		T MCMB—CORREROR	7U.	
SAWS—Continued. Hand—	Atkins No. 66 and 67-	D Handle, No. 1	A F. \$1.90 each	; 2, \$2.00; 8, \$2.06; 4; 8, \$2.60; 9, \$2.75; 10, \$2.50; 745, \$2.60; 746, \$3.15; 750, \$3.25. a scoop shows its size.
28 in	22 in 2.65 20 in 2.50	\$2.15; 5, \$2.25;	6, \$2.40; 7, \$2.50	; 8, \$2.60; 9, \$2.75; 10
34 in 3.90	18 in 3.20	\$2.75; 747, \$2.90); 748, \$2.40; 744); 748, \$3.00; 749	, \$2.50; 745, \$2.60; 746 \$8.15: 750 \$8.95
Atkins No. 70— 28 in\$2.85	03 in 0.10	The last figure	in the number of	a scoop shows its size
26 in 2.40	23 in 2.10 20 in 1.95	OCTOR AND THOSE D	encu-	
24 in 2.20	18 in 1.79	½	1.10	4 1.40
No. 5 Simonds, No. 12 Disa- ton or No. 69 Atkins.	24-inch 8.50 26-inch 8.85	1	1.20 12	4 1.50
20-inch	28-inch 4.25	Wood Hand— 6 inch	, _	
32-inch 8.00	80-inch 4.75	8 inch	65 16	inch
No. 8 Simonds, No. D8 Disaton or No. 51	20-inch 2.25 22-inch 2.50	10 inch		inch
Atkins.	24-inch 2.65	12 inch	95 20	inch 1.70
20-inch \$2.50 22-inch 2.75	26-inch 2.75	No. 0	\$1.15 No	. 8 1.65
24-inch 2.85	28-inch 8.25 No. 4 Simonds or No. 120	No. 1	1.25 No). 4 2.0 0
30-lnch 8.00	Disston.	No. 2 SCREWS—Wood—		. 5 2. 50
28-inch 8.50 80-inch 8.75	26-inch\$4.00			Hd. BrtSmall Quant.
No. DIOO or No. D20	28-inch 4.25	Full 1	Pkg. Pkg. 5	c Dozen to \$1.00 List
Disston.	No. 112 Disaton.	FH Brt609		c Dozen to 2.00 List
26-inch	26-inch	RH Bl609	% 50% 20	c Dozen to 8.00 List c Dozen to 4.00 List
Dack 13 in 3.25	Butcher No. 10, 16 in. 1.25	RH Nic 509	6 40% 25	e Dosen to 5.00 List
Back 14 in 2.50	18 ID T.RA	FH Gal409 FH Brs209		o Dozen to 6.00 List
Back 18 in 2.78 Back 20 in 8.00	20 in 1.50 22 in 1.65	RH Brs 209	% 30% 85 % 30%	o Dozen to 7.00 List Retail
Back 28 in 8.25	Kitchen No. 2, 12 in45	T	•	C4-1- b- 4
Compass No. 2, 10 in60	14 18	Cap V. thread	*************	Control by con. List Plus 25% List Plus 25% List Plus 35% List Plus 35%
14 in	16 in	Oap SAE		list Plus 25%
AO 13	40 In	Machine Iron 80	de off liet	list Plus 25%
No. 10 Simonds or No. 7 Disston.	28 in 4.25 80 in 5.00	Machine Brass .	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	list Plus 20%
16-inch\$1.80	Nest Complete No. 8. 1.50	Nuts for Machin	e Screws-Iron,	list Phus 20% add 20% to List Price;
18-inch 1.90 Buck—	•	Brass, 40% to Li Bench—Iron—1-i	nch, \$1.00; 13	6-inch, \$1.25; 1\(\frac{1}{4}\)-in.
Com Col Done of Traces	1.00	\$1.50; 1 1/2-incl	1, \$2.25. Wood—2	l-inch, \$1.35.
Com Dbl Brace Tuttle tooth	1.75	\$CREW DRIVERS \$1.50; 180, \$2.28		2.00; 31, \$2.7 5; 8 5,
SAW CLAMPS—Steams 2 2	1.50 L1 75 · 0 · 81 00 · 105 · 69 50 ·	SCREW DRIVERS	_G & P2671	%, 85c; 8, 40c; 4, 45c.
200, \$1.50; Went, 2, \$2.50	Perfection, \$1.00; No. 10,		·	rass
Com Dbl Brace Tutile tooth Com Dbl Brace V tooth	ith guide, 88.25.	No. 400	Each No.	Each
201 G. & P	Colonial 1.25	450		
Spec. Morrill	7 Taintor 1.10	Weed	100	2.35
1 Morrill 1.00	28 Triumph 1.25 Hammer	800 850		2.25
10 1.00	Lever	STEEL-Mild-See	Iron. Tool, 20e:	Drill, Com., 20c.
77		STEEL GOODS—Fo \$2.00 each.	orks, Alfalfa—Ao18	34%, \$3.00 each; Ao185,
Morrill No. 3 \$1.85	Moria No. 3 2.25	Forks, Barley-B	0185, \$2.00 each	B0505. \$2.75: Bo18D.
Baker No. 8 8.85	Morin No. 31/2 2.75 Morin No. 8 1.00	\$2.00; Bo5oD, \$	2.75.	B0505, \$2.75; Bo18D, \$2.50 each; 510, \$2.75. 0 each; 0 8155B, \$1.65
EAW TOOLS— Clipper Outfit \$.75	Detting Tool Disaton-	Forks, Barn or E	nsilage—No. 508,	\$2.50 each: 510, \$3.75.
Morin Kaker Gause	No. 100	08CH, U 010072D	. DI.IO; U DIO4.72	, \$1.80; o 8165, \$1.85;
No. 1 1.00	No. 4 Setting Blocks— No. 4 Blocks, Morin. 1.00			
No. 6	Swages No. 0 Disst 4.50	Ro155 14, \$2.25;	Ro156, \$2.85: 1	each; Ro155, \$2.25; Ro1644, \$2.40; Ro165, \$2.60; Bo155, \$2.25;
Atking Kaker Swage 40	Swages, Whitings 1.00 Atkins Rex 1.00	\$2.50; Ro165 1/2,	\$2.50; Ro166,	\$2.60; Bo155, \$2.25;
5-M Tooth Gauge	Atkins Excelsion75	80155 %, \$2.85. Forks Manure	No 04D 8150 a	ah. 45DV 91.60. 45D
Jointers Pikes Perf 60 Jointers No. 7 Sterns 65		\$1.75; o6DX, \$1.	75; o6D, \$2.25;	4Z, \$1.00; 44X, \$1.25;
SCALES—Family, No. 11021, \$2	2.85 each; 1102, \$2.50 each;	44 1/2 X, \$1.85; 54	XX, \$1.50; 64 X X	sch; o5DX, \$1.60; o5D, 44Z, \$1.00; 44X, \$1.25; \$1.75; o44 \(\) XZ, \$1.85;
Peddlers, No. 101, \$4.00 each; each; 485E, \$4.00 each.	; 103, \$4.00 each; 115, \$4.00	054%, \$2.15; 06	4 14 X. 82.15: 064	7 51.50; 054 75 A, \$1.75;
Spring Balance, No. 87, \$4.50	each; 202, \$4.50 each; 808,	rorks, opsuing-	NO. DAD. DILLO CE	CN: LUX. BI.DU: OLUX.
\$5.50 each.	• •	JoW, \$2.50.	b; ol4x, \$1.50; o	5H4, \$2.50; Jo4, \$2.00;
SCISSORS—Cast, No. 10, 40c e inch 45c; 240, 4 inch 25c; 43	each; 44, 7% inch 40c; 8%	Hoes, Weeding-	No. A, \$1.25 each	; 1P, 50c each; 2P, 60
4½ inch 80c; 5 inch 85c; 5½	inch 40e; 6 inch 45e; 820,	8W, 60c; 4P, \$	1.00; 4PM, 50c; 1.10; W71, \$1.10	6P, \$1.25; 6PM, 65c;
70c; 850, 65c.		Hooks, Potato—I	No. 4BHD. 21.25	each; 4BHFM, \$1.25;
Wiss, No. 4 B H, \$1.25 each; 54½, 95c; 55, \$1.00; 55½, \$		5BOH, \$1.45; UI	HW4, \$1.75; 4GN	R, \$1.15; 5GNR, \$1.85;
57, \$1.20; 1541, \$1.10; 155	5, \$1.15; 1551, \$1.20; 156,	6GNR, \$1.50.		
\$1.25; 156½, \$1.85; 157, \$1.4	45; 364, \$1.20; 864 %, \$1.25;	Rakes, Cast Steel	No. M40, \$1.85 (No. 10, 85e end	nacn. ch; 12, 90c; 14, \$1.00;
\$1.20; 578, \$1.45; 578 \(\) \(\) \(\) 1.65;	, \$1.10; 400%, \$1.10; 464, 30: 574¼, \$1.65: 668, \$1.45	10, \$1.15.		
663 14, \$1.60; 664, \$1.65; 76	8, \$1.05; 768 14, \$1.10; 764,	Rakes, Lawn—No	dNo. 01, 50c eac b. 86LR. \$1.15 ea	ch. ach; 120R, 65c; 124R,
57, \$1.20: 154 ½, \$1.10: 155 \$1.25: 156 ½, \$1.80: 855 \$1.25: 156 ½, \$1.85: 157, \$1.4 \$1.5 : 155 \$1.25: \$1.80: \$86. \$1.45: 468. \$1.20: 578, \$1.45: 578 %, \$1.60: 664, \$1.55: 76. \$1.15: 764 ½, \$1.20: 765, \$1.2773, \$1.10: 773 ½, \$1.15: 77. \$1.25: 815 \$1.30: 815 ½, \$1.30: \$1.54. \$1.30: \$1.55.	25; 7651/2, \$1.80; 766, \$1.85;	65c: 2046. #1.15		
\$1.25; 815, \$1.30; 815½, \$1.5	55; 816, \$1.45.	Rakes, Malleable-	-No. 10BM, 50c e	ach; 108M, 50c; 12BM,
SCOOPS-Long Handle, No. A 4		Rakes, Steel Bow	—No. В11. 21.10	f, 65c. each SB12, 90c; B18,
744 L, \$2.50; 746 L, \$2.60.		Arren' DDIA' And	; B15, \$1.85; SI	316, \$1.00.
	STEEL	GOODS-		
Potate Forks. Fish Fo		Snathes.	Mortar.	Floral Sets.
P064 1.70 IF	\$.75 RA40	50 1.85	9	.15 150
TVUD 1.00	na i Sacket	111111	DIU 1	.35 2

Potate Forks.	Fish Forks.	Riveted.	Snathes.	Mortar.	Floral Sets.
P064 1.70	TP\$.75	RA	0 50 1.85	9	
P06D 1.85	Stone.	Socket.	100 1.50	810 1.85	2
Sluice Forks.	HH4 1.65	G0789			SPF 1.85
208\$2.25	99R 2.25	G078X9	5 Smith's Hoes. 50A 1.00	M39 1.35	4PSF 2.50
210 2.50	—	Beebe.		Invincible.	Floral Shovels.
212 2.75	Hoes		0 No. 7 1.00	1905\$1.10	
Coke Forks.	777.0	BB61/4	5	Asphalt.	Floral Hoes.
710\$3.00 712 8.25	W714 1.15	Acme.	German.	914 2.50 Turf.	TT4
714 8.25	W 1 20	Acute.	GE2-090	Tdear 0100	Floral Rakes.
		1	Planter's Eye.	Dandelion.	GR6
Shavings Forks.	Ladles'.	Mattock.	AE.8	Spuds 80	Clam Dakes
806L 3.15	LY5	DE8	5 AES75	Dock Outter \$1.25	1120 8.25

SUPADO COMO	- A
SHEARS—Grass Each Each	No. Each No. Each 100 G V R 3.00 100 R G T D 4.25
1	100 R
6 1/2	Try and Mitre 2 6
SHEARS—Dresamakers', Etc., Wiss— No. Each No. Each	2 71/2
180\$2.60 189	2 9
186 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	12 8
137 ½ 1.50 847 1.65 137 ½ L H 1.90 847 ½ 1.75	STONES, SHARPENING—Aloxite or Carborundum—No. 107,
138 1.60 348 1.80	\$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 123,
138 L H	\$1.00; 124 to 126, 80c; 138 to 185, \$1.25; 136 to 188, 75c; 142 to 144, 60c; 145 to 147, 40c.
147	Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 87, 25c; 40, 25e; 42,
148 1/2 1.65 1087 1.45	85c; 48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66,
182 3.00 1038 1.60	\$2.75; 68, \$3.75; 78, 50c; 80, 50c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.
184 8.80 1038 ½ 1.65 186 4.90 1039 2.00	Pike's Scythe—No. 89, 15c each; 40, 15c; 41, \$15c; 42, 20c. SPRAY PUMPS—Faultless, Tin, each, 60c; Barnea No. 254,
SHEETS—Galvanised, Full Sheets—10 to 16, 12½ c lb.; 18 to 24, 18e; 26 to 27, 18c; 28, 14c; 80, 15c Black	\$4.50; Barnes No. 276, \$7.00.
Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ptd., 28 Co. 28 Co	STAPLES—Netting, Galv., 15c lb.; Barbed Wire,, Polished, 7 %c.
28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.	STARRETTS' TOOLS—''Shop'' or ''Retail''— Micrometers, 40% above list.
SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.	Caliper Rules, 40% above list. Thickness Gauges, 40% above list. Steel Tables, 40% above list.
Galvanized Flat, 12-14. 16, 18-20, 22-24, 26, 27, 28, 80 gauge, 20c cut, 14c full sheet.	Steel Tables, 40% above list. All other items, 25% above list.
Galvanized, Corrugated, 26-gauge, 5 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 5 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.	G. & P. GOODS—Hack Saw Frames— 69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$2.00
SHIELDS—	STOCKS & DIES— Green River List plus 25% Common No. 1 pipe\$7.75
Diamond—Expansion %, each	Little Giant, List plus 25% No. 2
%, each	No. 2
%, each	No. 2 ½
%, each	STOP AND WASTE-
SHOES—Horse—Light, extra light or snow. All sizes, 10e lb. Mule—No. 00 & 0, 12c lb.; 1, 11 % c; 2 & larger, 11c.	Rough Brass, Iron Pipe Threads No. 10 T-Handle er No. 20 Lever Handle— 14 inch
Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 & larger, 11c. Cast Sleigh—Flat, 9c lb.; Cencave or Convex, 10c lb.	% inch
SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000	Rough Brass, Iron Pipe Threads % inch\$1.50 % inch
20c lb. Buck. Nos. 1, 2, 3, 20c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.	% inch 2.10 1 inch 3.75
8HOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201,	8TOVES—Common Air-Tights— No. 16 Unlined\$2.25 No. 18 Unlined 3.00 No. 24 Lined 5.00
D Handle, Square Point, No. 104, \$3.60 each; 208, \$2.25; 307. \$2.75; 408. \$1.90; 404 B. \$1.90; 1009. \$2.50; 1010.	No. 20 Lined 4.00 No. 26 Lined 6.00
\$2.25; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 800, \$2.25;	STRIP—Weather—Rubber, 1/2-in. Se per ft; 1/2-in. 4e ft. SUPPORTS—Wagon Tongue—
\$2.25; 401, \$1.90; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.85; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 800, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; \$2.50	No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007,	SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50
\$2.25; 1008, \$2.50. ABSES' SKIN—25, 45c; 50a, 65e; 75, 85e; 100, \$1.00.	each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
SLEDS—Hand and Coaster. Jr. Racer 4.25 Flexible Flyer— Racer 5.00	each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
No. 1\$3.00 Tux. Racer 7.50 No. 2 3.50 Fire Fly—	TACKS—Bill Posters', No. 545 Wire, or 555 Cut—8, 85c lb.; No. 4, 85c lb.; 6, 85c; 8, 85c; 10, 85c.
No. 8 4.50 No. 9	Carpet, No. 484 Cut, or 484 Wire 1/4 lb. papers—3, 10c box: 4, 10c: 6, 10c: 8, 10c: 10, 10c: 12, 10c. 488 Cut,
No. 5	box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Cut, or 488 Wire ¼ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—8, 85c lb.; 4, 85c; 6, 85c; 8, 85c; 10, 85c; 12, 85c.
SMOOTH-ON-75c lb.	8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 214, 15c box; 8, 15c; 4, 15c; 6, 15c; 8, 15c.
SOLDER-% and %, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60,	Upholsterers'—No. 304 Cut, 1/4 lb. papers—11/4 15c box; 2. 15c: 24. 15c: 8. 15c: 4. 10c: 6. 10c 8. 10c: 10. 10c:
65c lb.	Upholsterers'—No. 304 Out, 14 lb. papers—114 15c box; 2, 15c; 214, 15c; 3, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, er 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.
SNIPS, TINNERS—Wiss, Regular—No. W 6½, \$4.25 pair; W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.85; W11, \$1.85; W12, \$1.50. Wiss, Curved Blade—No. W6½, CD, \$6.25 pair; W7CB, seed, W1CD \$4.60, W1CD \$6.25 pair; W7CB,	Double Pointed—Blued, 1/4 lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210,
\$3,23; WOCD, \$4.50, WBCD, \$4.00; WIUCD, \$6,00; WIICD,	80c; 211, 80c; 212, 80c
\$3.00; W12CB, \$2.65. SQUARES, STEEL—	TAPS—Machine Hand— Disc. 1-16 to 15-6430% 1 1-16 to 230%
No. Each No. Each	1 1-16 to 2
8 2.00 24 1.85 8 B, 8 G 2.60 27 1.75	Machine Screw—
10 1.50 100 2.50 14 1.75 100 A 8.25 14 B, 14 G 2.50 100 B, 100 G 8.00	14 to 24
14 B, 14 G	Machine Nut— 2½ to 8

		Moulds, All Kinds 201 IC, Plain
TAPES—		
Starrett Lufkin	No. 505, 50-ft. 248 4.00	1 Melon 1.85 201 1 IC. Plain15
Me. 510, 25-ft. 260 \$8.85	No. 505, 75-ft. 245 5.25	2 Melon 1.50 202 IC, Plain15
No. 510, 50-ft 268 4.85	No. 505, 100-ft. 346 6.75	2 Pudding 1.49 208 IC, Plain20
Me. 510, 78-ft. 265 6.15	Starrett Lufkin	02 1.05 204 IC, Plain20
No. 510, 100-ft. 266 7.75	550 3.00	8 Melon 1.65 205 IC, Plain25
No. 505, 25-ft. 246 8.25	55 8 8.75	8 Pudding 1.60 206 IC, Plain25
555 4.75	105 6.25	08 1.15 208 IO, Plain80
556 6.00	1260 8.60	4 Melon 1.90 2100 IC, Plain85
100 4.00	1268 4.50	08
108 5.00	1265 5.75	10
TEES-Stove Pipe-Cylinder-		15
Asbestos 6 inch-	Adjustable 6 inch	25
6x4, each	4 to 8	61
6x6, each 1.25	6 to 13	
6x8, oach 1.65	Adjustable 7 inch-	
8x6, each 1.75	6 to 13	
TENTS-	Poles &	62
	Stakes	68
Size	8-oz. 10-oz. Per Set	068
7x7		
7x9		EAA TY Day
9x9		Falls, Dairy 505 IX Ret 50
9 1/2 12	16.75 19.55 8.25	TO IN KAR TW DAY RE
12x14		TO COLORED TO DAY OF
12x18	27.75 82.45 5.20	44 11111111111111111111111111111111111
14x16		519 TY Ret 85
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16x18		90
16x20		400
16x24	50.50 58.75 7.80	104
16x80		4.0
A or Wedge-		120
5x7	6.50 7.55 1.95	124 1.85 Pots, Coffee
7x7	8.20 9.55 2.25	125
7x9		140
Flys-4 price of tent. Pins		144 1.60 2
THIMBLES-Asbestos-Each, 6		145
\$1.65; 8x6, \$1.75. Adj. Stove		200
75c.	1 1 pe - 1 to 0, 500, 0 to 12,	220 1.10 6 1.00
		240 1.25 Scoops
THIMBLES—Flue—6-in., 10c;	/ IR., IVC.	410 1.85 0
THICKNESS GUAGES-40% ab	ove list price.	412 1.50 nnn
TIN-Common Roofing-40e per	shoot.	919 1.00 g
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017\$1.65	14 8.25	10
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TROWELS (BRIOK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), \$1.00 each. Disston, No. 10, 10½, \$1.65 each; 11, \$1.75 each; 11½, \$1.80 each; 12, \$1.90 each; 12, \$1.90 each; 14, \$2.16 each; 11½, \$1.50 each; 11½, \$1.75 each. TURNS—Cupboard—Brass Plated—Small, 30e; large, 25c. TWINE—Sacking—½-lb. hank, 20c. TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.; Flax—No. 18 B B, 50c lb.; 24 B B, 50c; 18 B C, 60; 24 B C, 60c; 36 B C, 60c; 30 Sacking, 55c; 40 Sacking, 55c; 33 Sacking, 75c; 44 Sacking, 75c; 40 Sacking, 75c; 44 Sacking, 75c; 40 Sacking, 75c; 1024 Bc, 60c; 1036 Bc, 60c. UNIVERSAL PLATES—Mild Steel Bars. ¼-inch and thicker and wider than 6-inch 9.35 ewt. VALLEY—Tin—4-in., 6e ft.; 10-in., 10c; 14-in., 14e; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.	Steel Tray and Frame—No. AX, \$11.25 each; 4, \$18.00; 5, \$14.25; 10, \$19.50. WINDOW GLASS — 8B Grade — Single Strength— 1at 3 Brackets
Standard Globe and Angle Valves— Standard Gate Valves—	lb.; 50 to 100-lb. add 1 e lb. Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25 WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open. Smooth-Twisted—Two Strand, open. WIRE OLOTH—Hardware Galvanized—Mesh and Kind, 1-inch mesh, 16c square foot; %-inch mesh, 18c; %-inch mesh, 18c; 2-mesh, 9c; 8-mesh, 9c; 6-mesh, 10c; 8-mesh, 10c; 8-mesh, 9c; 16-mesh, 9c; 18-mesh, 9c; 18-m
35 lb. \$12.50 65 lb. \$17.50 90 lb. \$25.00 40 lb. \$13.15 70 lb. \$18.75 95 lb. \$26.25 45 lb. \$12.75 75 lb. \$20.00 100 lb. \$27.50 50 lb. \$14.40 80 lb. \$21.90 \$125 lb. \$25.65 55 lb. \$15.00 85 lb. \$28.15 \$150 lb. \$48.60 60 lb. \$28.25	WOODENWARE— Boards, Pastry No. Each 16x22 inches
WAGONS—Express. Bicel— Mo. 04 31.50 No. 08 1.65 No. 02 1.85 No. 0 2.25 No. 1 2.75 No. 2 8.00 No. 20 7.00 80 7.50 Wagners— 8.60 7.50 80 80 80 80 80 80 80 80 80	Bowls, Chopping 20 (1)
No. 8	WRINGERS (OLOTHES)—American—No. 10, \$4.25 each; 10 M, \$8.85; 100, \$5.75; 110, \$4.75; 117 E, \$6.25; 120 E, \$6.00; 180, \$6.00; 180 E, \$6.50; B 180 E, \$10.50; 190 E, \$6.50; 300, \$6.00; 301, \$6.25; 302, \$7.00; 360 E, \$7.25; 361 E, \$8.00; 370 E, \$6.76; \$90 E, \$6.75; 570 E, \$7.50; 571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00. Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$3.50. White, No. 2, \$2.25 each; 3, \$3.00; 1, \$8.50; 0, \$4.25; 8, Steel, \$4.00.
WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.	85% to List. WRENCHES—Agricultural— No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.85; 15, \$1.75. Alligator—No. 0, 20c each; 1, 25c; 2, 60c; 8, \$1.45; 12, 30c; 18, 50c.
Yankee \$1.85 Junior 2.75 Triumph 1.50 Midget 2.75 Eelipse 2.00 Radiolite 2.50 WAX—Floor, 60:., Radiolite 2.50 WEANERS—Calf.—Shaws No. 1, 50c; No. 2, 65c. Hoosier N 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c. Sector Coder Com, 50c. WEDGES—Truckee-Alki, 1b., 15c; Oregon-Atha, 25c; Coder Atha, 25c; Coder Code Coder Coder Coder Coder Coder Coder Coder Code	Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75. Coes—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.60; Knife (10), \$2.00; Knife (12), \$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (3), \$1.60; Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50. Crescent—No. 188 (4), \$1.85 each; 188 (6), 95c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$1.85; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25. Parts add 30%. Hawkeye—No. 200, 60c each. WRENCHES—P. S. & W. Stronghold
WHEELBARROWS — Brick — No. 10 B, \$10.75 each; 20, \$10.75. Garden—No. 2 V, \$9.50 each; 8 V, \$11.25; 21, \$6.25. Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75. Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$8.50; 27, \$12.50; K 29, \$16.50.	Each

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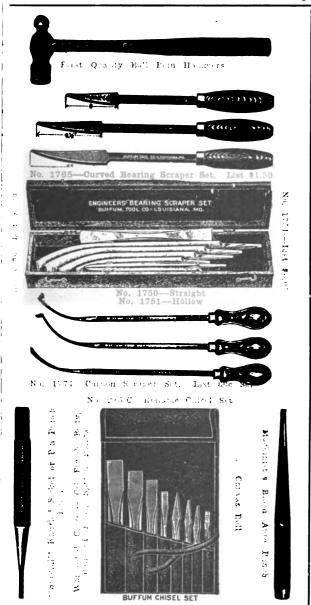
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It delivers practically as much water as $\frac{3}{4}$ with less weight and bulk It gives you but one size to carry in stock.

The three leading brands of 5"hose are the B-W-H standardized brands

BULL DOG (7-ply) For 35 years the standard quality hose.

MILO (Moulded Corrugated) Meets a growing demand.

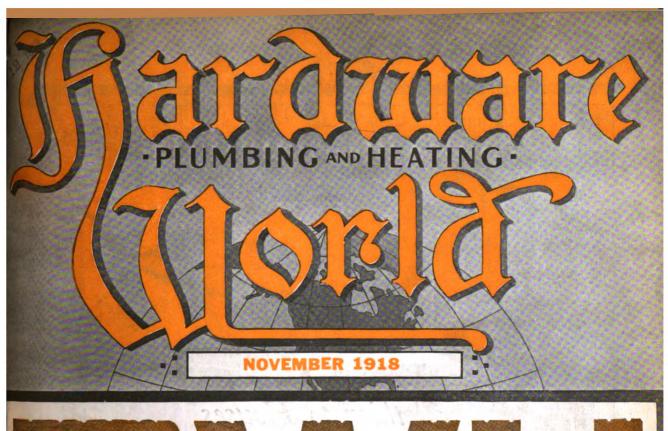
GOOD LUCK (6-ply) A popular-priced grade and the largest selling brand in the world.

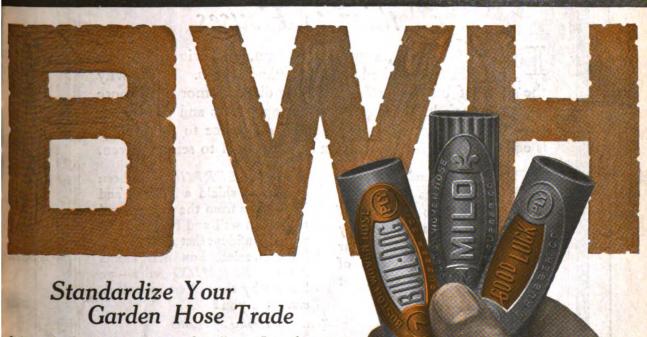
ASK YOUR JOBBER-HE KNOWS

Boston Woven Hose & Rubber Company Cambridge, Mass

Largest Makers of Garden Hose in the World

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It is a mistake to carry too many hose items. It confuses the customer, ties up capital and wastes store space. These three brands will meet the needs of every buyer.

BULL DOG

A 7-ply hose with just as much good live rubber as can be put into it. We get letters from people who have used it fourteen or fifteen years. Keep BULL DOG for the particular man who wants the best.

MILO

"Made by the mile." A molded hose of splendid quality to sell in any length.

GOOD LUCK

No luck at all in making it; that is cold hard science directed to producing a hose that will give fine service at a popular price. The luck is all for the man who sells it and the man who buys it.

ASK YOUR JOBBER

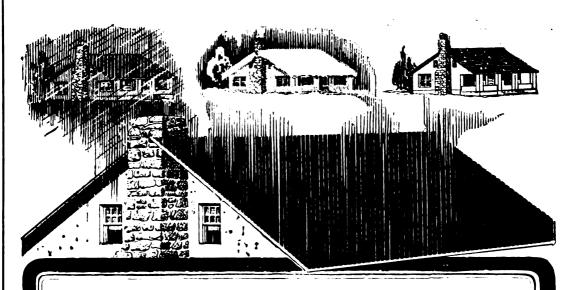
Or write us direct for information on these standardized brands of hose

BOSTON WOVEN HOSE & RUBBER CO.

Largest Makers of Garden Hose in the World

Established 1870

CAMBRIDGE, MASS.



Clothier to Houses

URING spring, summer, autumn, and winter, houses must be fitly clothed to hold off "bodily" ills. That is why the trend of building efforts is being directed more and more to a thorough knowledge of sheathing papers and the claims that are made for them. Of equal importance to the builder is economy—an honest relation of price paid to service given.

BERMICO the Standard Sheathing Paper, as it has been called—lives up to this standard of economy. It is moderately priced. Yet, quite unlike inferior grades, BERMICO consists of the purest, toughest, and longest of pulp-screened fibres.

Wherever BERMICO has been chosen to shield a building and its inmates from the weather and to deaden wall and floor sounds, we are confident that BERMICO has been selected on merit aione. As for BERMICO sales—we know why they please our dealers. Do you?

ITTE TARASTE ELE CATALA DE UNA DE DE GARDO GALDO GALDO GALDO DE LA CATALA DE LA CATALA DE LA CATALA DE LA CATA

Your jobber (or we) will gladly send you complete information

BROWN COMPANY

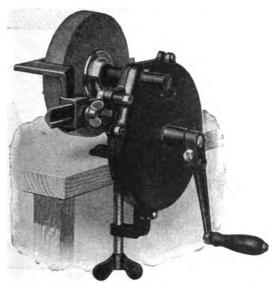
Founded 1852
PORTLAND, MAINE

NEW YORK OFFICE
Woolnworth Building

CHICAGO OFFICE
110 So. Dearborn St.

Do you use NIBROCKRAFT wrapping paper?

AMERICAN -SELF- GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American line of High Duty Grinders

Have no Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp — Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

NEW PRINCIPLE TWIST DRILL GRINDING ATTACHMENT WITH GRADUATED ADJUSTMENT FOR RADIUS AND CLEARANCE, ALSO MICROMETER FEED REGULATOR.

These superior, exclusive features make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

Ask your Jobber or write to us direct Attractive proposition to dealers

AMERICAN GRINDER MFG. CO.

MILWAUKEE, WISCONSIN

WESTERN DISTRIBUTERS

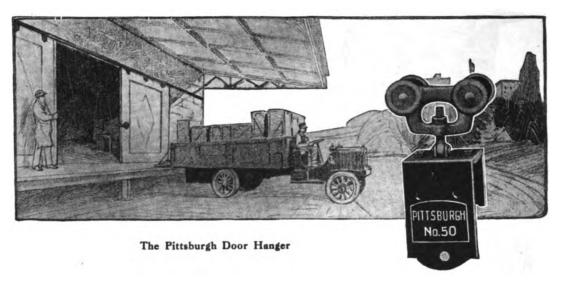
Jobbers

Dunham, Carrigan & Hayden Co.
Baker, Hamilton & Pacific Co.
Thomson-Diggs Co.
Ducommon Hardware Co.
Harper & Reynolds Co.
Honeyman Hardware Co.
Whiton Hardware Co.
A. M. Holter Hardware Co.
George A. Lowe Co.
Butler & Brittain.
Chanslor & Lyon Co.
George Tritch Hardware Co.
Krakauer, Zork & Moye's Sucs., Inc.
Momsen-Dunnegan-Ryan Co.

Z. C. M. I., Salt Lake, Utah.

Western Metal & Supply Co., San Diego.
Auto Hardware & Equipment Co., San Diego.
Northwest Auto Supply Co., Billings.
B. K. Sweeney Electrical Co., Denver.
C. W. Marwedel, San Francisco.
Marshall-Newell Supply Co., San Francisco.
Motor Accessories & Tires Co., Pueblo.
Lathan Auto Supply Co., San Francisco.
Weinstock-Nichols Co., San Francisco.
Motor Supply Co., Phoenix.
Arizona Hdwe. & Supply Co. Phoenix.
Motor Mercantile Co., Salt Lake City.
Foster Auto Supply Co., Denver.

MSKIRIEY



Only Small Stock Required to Supply Your Customers' Many Needs

The ready adaptability of the PITTS-BURGH Door Hanger to many different door arrangements appeals strongly to the hardware dealer, particularly at this time, when reduction of styles and sizes is the order of the day.

Hardware men tell us that with a small stock of PITTSBURGH Hangers and Track they can supply the same demand that used to require a large stock of many different sizes and styles. This feature also means a smaller cash outlay and more frequent turnovers.

The PITTSBURGH comes in only one size, so strongly built, however, as to insure easy operation of big, heavy doors under the worst weather conditions.

It will pay you to investigate this profitable, well-known line. Write for copy of attractive folder "H4."

McKINNEY MANUFACTURING COMPANY PITTSBURGH, PENNA.

For fifty years makers of wrought steel builders' hardware

HARDWARE



ONE Dealer to a Town and That One SUPPORTED

Years ago we believed that by placing the Kyanize line with one live dealer in each locality—getting behind him and pushing, protecting him always—we would build up a profitable Kyanize business for him and ourselves.

Our belief was well founded—it has been tested and proved absolutely correct. Ask any Kyanize Dealer anywhere.



are the highest quality varnishes and enamels it is possible to produce. Satisfaction to the consumer is unqualifiedly guaranteed or "money back for the empty can."

Backed by the strongest advertising campaign in the industry for exclusive agents, the Kyanize proposition gives to one dealer in each locality real sales-plans that bring new customers and a national magazine advertising campaign that covers the whole country in a dominant way.

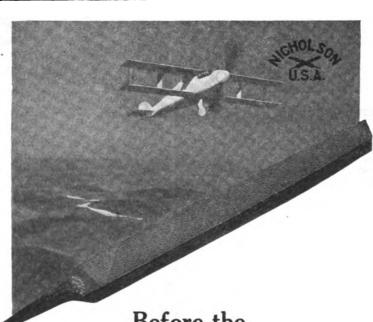
You can't afford to overlook Kyanize—write us today for our exclusive agency proposition—if there is no dealer in your town.



Fine Varnishes and Enamel

Chicago
Warehouse and Office
519 W. Twelfth St.

Everett Station Boston, U. S. A. San Francisco Warehouse and Office 269 Eighth Street



Before the American Bird of Victory Can Fly

American mechanical genius gives of its best. And among all the American products that enter into the making of these distinctly American machines, NICHOLSON FILES have a prominent place.

The name NICHOLSON means, to builders of Aeroplanes, files valued for speedy cutting powers and extra service-giving QUALITY. Their skilled workers demand the files that they have known in times of peace. A file for every purpose.

Nicholson File Company Providence, R. I., U. S. A.

Why Buy Stanley Products?

Your customers may not know that they ask themselves this question, but they do. When you show them hardware

They mentally inquire Is this what I want?

You inform them the Stanley line comprises butts, bolts, hinges, latches, pulls, door holders, etc.

Is the article reliable?

Stanley products have been famous for years for their correct design, superb service, substantial strength and suitability for difficult requirements.

Is the price right?

Stanley products are sold at a fair price and they can be relied on absolutely.

IT PAYS TO HAVE STANLEY PRODUCTS ON SALE THEY SELL QUICKLY, EASILY, and NET A GOOD PROFIT for YOU

Today send for Stanley Hardware Catalog. Free on request

THE STANLEY WORKS, New Britain, Conn., U.S. A. NEW YORK, 100 LAFAYETTE ST. CHICAGO, 73 B. LAKE ST.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.



FOUR PARTS ONLY

that move in a Corbin Door Check - the arm, the spindle, the rack and the piston. Little Generously proportioned, scientifically correct, well made chance for wear or friction. and finely finished. Has stood the test. Has no equal.

The Door Check Book, telling all about it, will be sent upon request.

P. & F. CORBIN
The American Hardware Corporation Successor

NEW BRITAIN, CONN., U.S.A. CHICAGO

NEW YORK

PHILADELPHIA





The Union Fork & Hoe Co.

Manufacturers of a Complete Line of High Grade

Forks, Hoes, Rakes and Hooks

General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"





Help Arm the Home Army

A S GREAT as the need for arms "over there" is the need for garden tools at home. What the Government is doing for the soldiers you must do for the gardeners. Help them to make their gardens feed more mouths. You serve your nation, your customers and yourself by selling

DULL-EASL

Adjustable Garden Tools

They exactly fit the requirements of the great host of inexperienced gardeners. They need no other tool from planting to harvest. They rake, cultivate and weed—are adjustable to wide and narrow rows and will work two rows at the same time. Light, strong, durable—easy to operate.

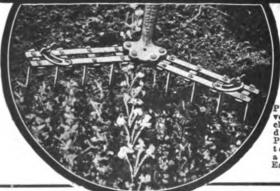
While ordering your steel goods, include Pull-Easy Tools. Order from your jobber.



The Pull-Easy Mfg. Co.

482 Barstow Street Waukesha, Wis.





Powerful advertising, including Saturday Evening Post, is going to make this a big Pull-Easy year.

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Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the count, weight and make are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

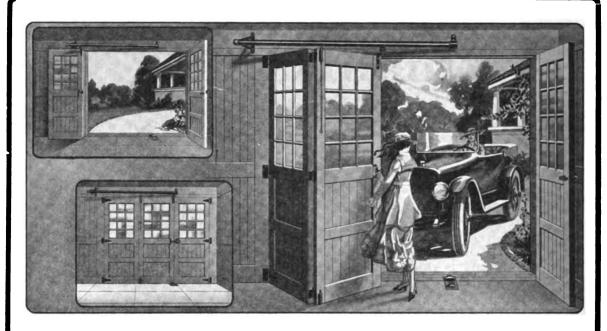
Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company

Fairhaven, Massachusetts



Gannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to 8½ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

HUNT, HELM, FERRIS & CO.

EASTERN BRANCH Industrial Building, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

Pacifie Hardware & Steel Co., San Francisco, Cal. Dunham, Carrigan & Hayden Co., San Francisco Honeyman Hardware Co., Portland, Oregon Failing-McCalman Co., Portland, Oregon Seattle Hardware Co., Seattle, Washington Schwabacher Hardware Co., Seattle, Washington Morse Hardware Co., Bellingham, Washington Holley-Mason Hdwe. Co., Spokane, Washington Jensen-King-Byrd Co., Spokane, Washington



GOODELL PRATT 1500 GOOD TOOLS

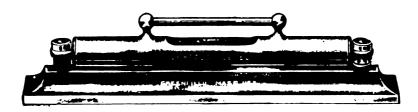


LEVELS AND ACCURACY

What would be the result if the element of Accuracy were disregarded in the construction of Skyscrapers, Dams, Bridges, Machinery, etc.? Inevitable disaster.

Goodell-Pratt Levels are constructed of the very highest grade of materials obtainable and by workmen especially trained in their manufacture. Absolute accuracy is one of the prime essentials of Goodell-Pratt level construction and the superior quality of Goodell-Pratt Wooden, Iron, Aluminum and Bench Levels, is unquestionable.

Tool Book No. 13 contains detail reasons why











Greenfield, Mass., U. S. A.







NITRO CLUB AND ARROW SHOTSHELLS. PUMP AND AUTOLOADING SHOTGUNS

30 Out of 46 State Tournaments

"INTERSTATE" STATE CHAMPIONSHIPS: Arkansas, Joseph E. Chatfield, 97x100, with Remington Pump Gun and Arrow Shotshells; Mississippi, G. M. L. Key, 94x100, with Remington Pump Gun and Nitro Club Shotshells; Mew Jersey, F. S. Tomlin, 98x100 (20x20 in shoot-off), with Remington Pump Gun and Arrow Shotshells; Tennesses, Boyd F. Duncan, 95x100 (19x20 in shoot-off), with Arrow Shotshells; Delaware, William M. Foord, 98x100, with Nitro Club Shotshells; Pennsylvania, C. H. Newcomb, 97x100, with Arrow Shotshells; Milinois, won by an Illinois amateur, 98x100, with Nitro Club Shotshells; Oklahoma, William Heer, 99x100, with Remington Pump Gun and Nitro Club Shotshells; Illinois, won by an Illinois amateur, 98x100, with Nitro Club Shotshells; Oklahoma, William Heer, 99x100, with Remington Pump Gun; Bhode Island, W. J. Weaver, 93x100, with Nitro Club Shotshells; Colorado-New Mexico, R. A. King, 93x100 (19x20 in shoot-off), with Nitro Club Shotshells; Champion four consecutive times); How York, H. J. Pendergast, 99x100, with Nitro Club Shotshells; Champion four successive years); Lows, Charles Hummel, 99x100, with Remington Pump Gun and Nitro Club Shotshells; Idaho, Guy Chiesman, 99x100, with Remington Pump Gun and Nitro Club Shotshells; Idaho, Guy Chiesman, 99x100, with Remington Autoloading Shotgun; New Eampehire, Elmer E. Reed, 95x100, with Nitro Club Shotshells; Simnesota, Dr. F. H. Allen, 97x100, with Nitro Club Shotshells; Georgia, James M. Barrett, 99x100, with Nitro Club Shotshells; South Carolina, R. G. McCants, 94x100, with Nitro Club Shotshells; South Dakota, A. R. Chezik, 97x100, with Remington Pump Gun and Nitro Club Shotshells; Massachusetts, G. L. Osborn, 100 STRAIGHT, with Nitro Club Shotshells; Wyoming, W. R. Terrant, 97x100, (19x20 in shoot-off), with Nitro Club Shotshells; Wisconsin, Charles Larson, 97x100 (19x20 in shoot-off), with Nitro Club Shotshells; Wyoming, W. R. Terrant, 97x100, in Shoot-off), with Nitro Club Shotshells; Maine, C. P. Weymouth, 99x100, with Nitro Club Shotshells; Wyoming, W. R. Terra

OTHER TOURNAMENTS: Pinehurst Midwinter Mandicap, A. F. Healy, 95x100, with Remington Pump Gun and Nitro Club Shotshells; Lakewood Mandicap, W. S. Silkworth, 99x100, with Nitro Club Shotshells; Boston A. A. Shoot, Five-Man Event, won by New York A. C., 936x1000, the whole team shooting Remington UMC Shotshells; Championship of Canada, S. G. Vance, 96x100, with Nitro Club Shotshells: The Indian Shoot, W. H. Yule, 99x100, with Nitro Club Shotshells; Championship, L. F. Curtis, 100 STRAIGHT, with Remington Pump Gun and Nitro Club Shotshells.



There's a Universal Demand Remington UMC Products



OUR DUTY—

That they who fight may be first served with



"NEW SERVICE" REVOLVERS, CAL. .45,
AUTOMATIC PISTOLS, CAL. .45, Government Model,
COLT'S AUTOMATIC MACHINE GUNS,
VICKER'S MACHINE GUNS,
BROWNING MACHINE GUNS,
BROWNING MACHINE RIFLES.

Today the entire COLT ORGANIZATION, with its immense work shops, its loyal men and women—everything COLT—has been placed at the disposal of our Government in order that THEY WHO FIGHT shall be well armed—the sooner to bring about that complete victory towards which every patriotic American is bending every effort.

The time has come when it is inconsistent for us to serve anyone but UNCLE SAM. HIS business—every true American's business—is to WIN THE WAR.

We believe that you dealers and your customers will back the position we take at this time, when the lives of OUR Boys and the Country's Honor are at stake.

Therefore, we ask that you wait patiently for YOUR COLTS until we have furnished the American soldiers with the Arms that are crushing the Hun.

Colt's Patent Fire Arms Mfg. Co.
Hartford, Conn., U. S. A.

Sell the stumping powders that do better work

Farmers say:

Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps removed were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you."

H. F. Samuels, Spokane, Wash.

Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no thawing."

A. E. ADKINS,

Woodbury, Ore.

Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder.

G. L. METZGER,

Hillsdale, Ore.

Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI, Rustellville, Ore.

Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. McCartney, Russellville, Ore.

Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON, Silverton, Ore. Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer



because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, low-freezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blast-

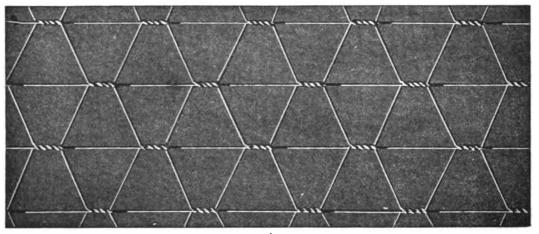
ing, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well worth sending for. Write to-day. The coupon now coupon will bring it quickly.

The Giant Powder Co., Con., 227 First National Bank B	San Francisco			
Send your book, "Helping the Retailer Sell Giant Powders."				
Firm Name				
Address				
Buyer's Name				



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

Sau Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

LOOKS BETTER LASTS LONGER SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

We Also Manufacture Bronze, Copper, Painted and Galvanized

AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

Mt. Wolf, Pennsylvania

Factories: Clinton, Iowa

Niles, Michigan



Sheet Metals and Sheet Metal Products

Manufactured by

Whitaker-Glessner Company

Wheeling Corrugating Department

Wheeling, West Va.

Branch Offices and Warehouses:

16 Desbrosses Street NEW YORK

1234 Hamilton Street PHILDELPHIA 2547 Athington Street CHICAGO

214-222 West Third Street KANSAS CITY

805 McDonough Street RICHMOND, VA.

Mills and Factories:

Wheeling, W. V. Martins Ferry, Ohio

Portsmouth, Ohio

Beech Bottom, W. Va.

1006-1010 Spruce Street ST. LOUIS

Main and Boyce Streets

· CHATTANOOGA

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PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland. Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY San Prancisco, California

NORTHROP HARDWARE COMPANY Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho
GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY Los Angeles, California

INLAND IRON COMPANY Presso, California

SCHAW-BATCHER COMPANY Sacramento, California

MANUFACTURED BY

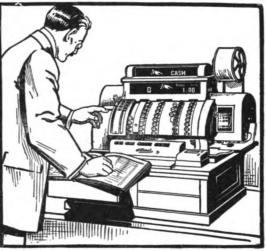
PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

BOLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIB, NEW YORK





The old way

The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks.

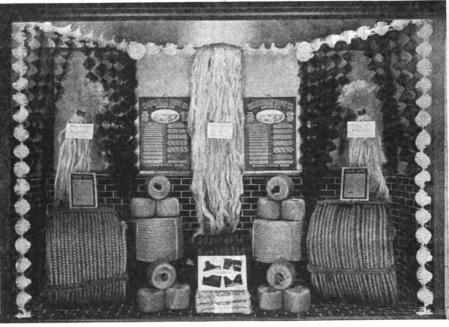
It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

Dept. 13707 The National Cash Register Company, Dayton, Ohio. Please give me full particulars about the up-to-date N. C. R. System for my kind of business.				
Business				
Address				







Have You Made Your Columbian Window Display?

Do YOU want to make \$5.00 or more easily and quickly, and at the same time build up your sales of Columbian Rope during the summer months? Then

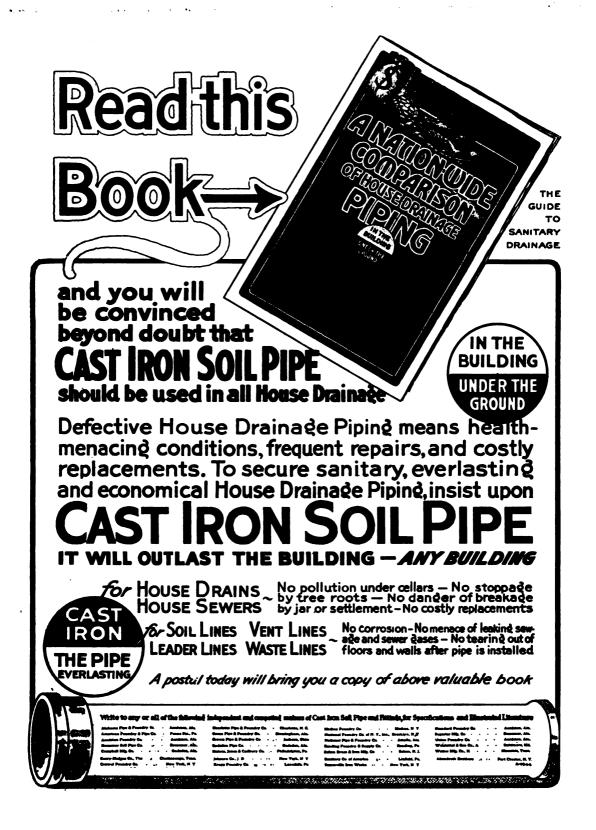
make one or more Columbian Rope displays, sending us photographs of each one.

THE "WHY" OF THIS \$5.00 OFFER. We are constantly in need of photographs of Columbian Rope window displays. To encourage hardware dealers and their employees to make them, we'll pay \$5.00 for a clear photograph of each window display. No red tape—a straight, clean cut, liberal offer.

WINDOW DISPLAY MATERIAL FREE. Ask us on your letterhead to send display material, consisting of cards, signs, hangers, combed samples of rope, etc. When they arrive it will be an easy matter to arrange attractive window displays. Send us photographs of each one as made, for which we will pay \$5.00. It would be pretty hard to suggest an easier or better way of making \$5.00, so send for the display material and start making Columbian window displays at once.

COLUMBIAN ROPE COMPANY, Auburn (The Cordage City), New York Branches: New York, Boston, Chicago.





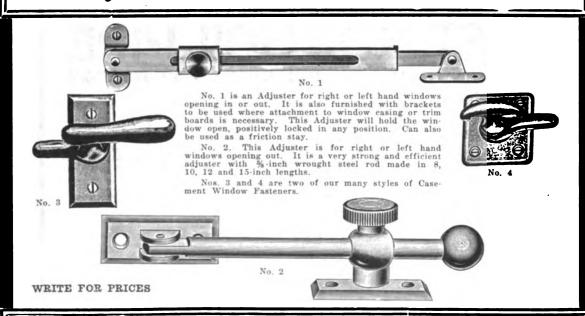




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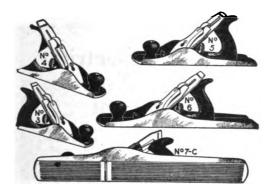
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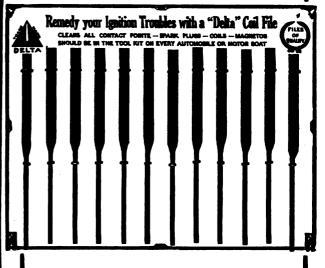


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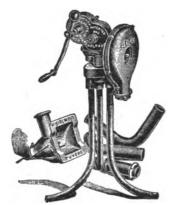
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BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

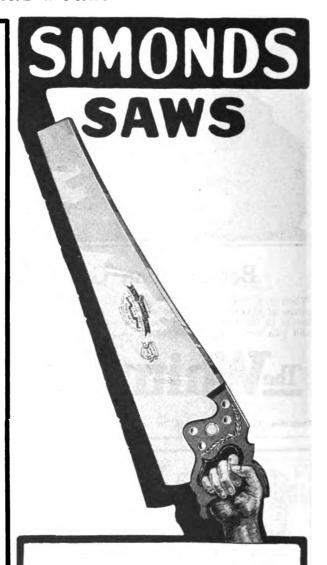
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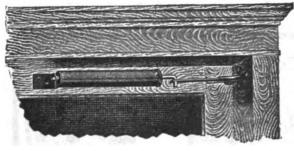


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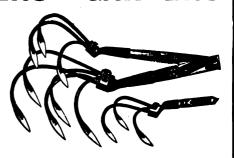
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The Hatfield does such satisfactory work it keeps them coming. Every time they come you stand a chance of selling them other goods they need.

Get in the sharpening business and get in right. We'll send you the right plan. Write us.

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If we can prove that statement, you're interested, aren't you?

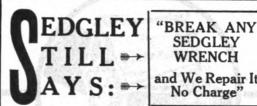
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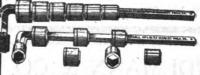
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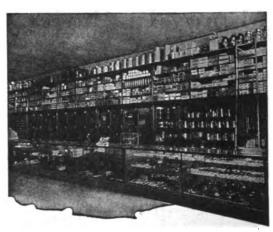
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Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Sectile, Representative for Washington, Oregon, Idah Utah, Mentana and British Columbia.

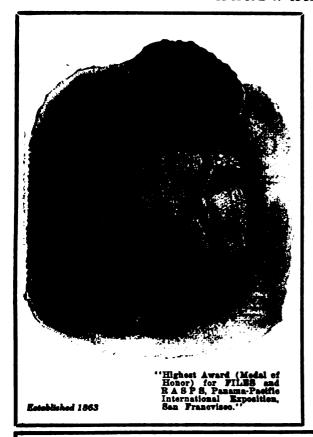
Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Mannfacturing Company East Eighth and Santa Fe Avenue LOS ANGELES





No. 100

Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.
These Nail Sets are made in One Piece.
Owing to the square head design, they will not roll. Cup pointed, individually tempered.
For sale by all leading jobbers.

VAUGHAN & BUSHNELL MPG. CO. Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.

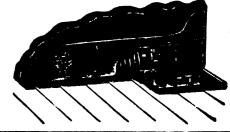
Surface Floor Spring Hinges

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



Corner Superior and Franklin Streets, Chicago, Illinois New York Office, 85 Walker Street





GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modera garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal. THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



Baker, Hamilton & Pacific Company

San Francisco, California

JOBBERS

Farming Implements and Vehicles Creamery and Dairy Supplies Automobile Accessories Sporting Goods and Cutlery Iron, Steel, Brass and Copper Household Goods Paints, Oils and Brushes Corbin Builders' Hardware Mechanics' and Ship Tools Heavy and Light Hardware **Electrical Supplies and Devices** Bicycles and Bicycle Sundries Deep-Well Pumps, Spray Pumps and Water Systems

HOUSE OF SERVICE

1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of



Semi-Smokeless **Cartridges**

Civilian Club Team Championship the third successive year by the Peters Bifle & Revolver Club team, of King's Mills, Ohio; score 9945 ex 10,000 points.

Military School Championship — Won by St. John's Military Academy, of Delafield, Wisconsin; score 9831 ex 10,000 points.

High School Championship—Won by Iowa City High School (sixth successive year); score 9819 ex 10,000 points.

Woman Champion — Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

AND THE HIGHEST INDIVIDUAL SCORE 2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

Every One of these victories is an unanswerable Proof of the Superior Quality of the (P) Brand

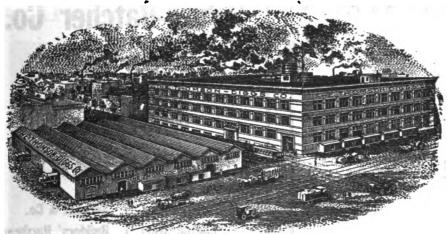


THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco all -Wells Hardware Co., Portland - Spokane, Duluth, Wianipeg - Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill. Butler & Britain, Inc., San Francisco

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers von know them.

If you are not one we want the opportunity of shewing you why it will be to your interest to send as your orders

The Neuse of Fair and Square Dealing—Ack Our Customers

BVBRYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.

H. ROTH & SONS

942-944-946 MISSION STREET SAN FRANCISCO, CAL.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

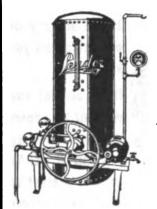
It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA



WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street San Francisco, California Sole Distributors

The Schaw-Batcher Co.

WHOLESALE HARDWARE

SACRAMENTO, CAL.

Pipe and Fittings Canton Steel Ammunition Sporting Goods

Fittings
In Steel
In

Digitized by Google



The Michigan Stove Co.

GARLAND

COMBINATION GAS and COAL RANGES

The Best "All Year Round" Ranges

MANGRUM & OTTER, Inc.

Distributors for Northern California

827-831 Mission Street - SAN FRANCISCO





THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS



Made by the makers of the "Gem"
Nail Clipper.
Twelve in a box or
12 on a display
card. Fast tencent sales.

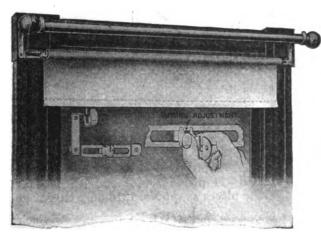
H. C. COOK CO. - ANSONIA, CONNECTICUT

UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. **Neat, compact, convenient.** Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street NEW BRITAIN, CONN.



Pyrex Transparent Oven Ware

Pyrex is the most lasting baking ware ever made. It never chips, flakes or crazes even after years of use. It cannot rust, burn out or discolor and remains new forever.

WHY PYREX SELLS

- Helps save food.
- Bakes quicker than other wares, because it absorbs heat rapidly—thus saving fuel.
- Does not burn food.
- Makes food more appetizing.
- Keeps food hot for a long time.
- 6. Lessens drudgery of dish-washing.
- Is the most economical in the end.
- Lends beauty to the table and is practical in the kitchen.
- 9. Is nationally advertised.
- 10. Guaranteed against oven breakage.



Cake Dish-Round



Custard Cups—Round



Oval Baking Dish



Casseroles-Round



Pudding or Baking Dishes

For complete line of the above, see our Catalog No. 60, pages 619 to 621

PYREX GIFT SET

For weddings, anniversaries, prizes, birthdays, showers—in fact, any time when a gift of distinction is desired. Packed in a specially attractive box. An ideal Christmas gift.



Each Set Contains:

1 1/2-qt. casserole.

1 No. 322 au gratin dish.
1 No. 212 bread pan.
1 No. 202 8-in. pie plate.
1 No. 301 shirred egg dish.

6 No. 432 ramekins.

11 pieces.



Engraved Pyrex

No.	Each
1216E 11 pieces	\$14.00
Same pieces as set	No. 1216 only engraved

Wt. Ea. Wt. Ea. Each No. No. Each 1216 Gift Set 13½ lbs.......\$6.00 1216E Gift Set 13½ lbs.......\$14.00 One set in a carton.

DUNHAM, CARRIGAN & HAYDEN CO., San Francisco, Cal., U. S. A.

QUALITY—SATISFACTION



You'll Find Both in Our "De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES
Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.: Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

PROMPT SHIPMENTS OF HARDWARE

You can increase your sales very materially by sending us your hardware requirements.

Our stocks are exceptionally well assorted and complete at this time, and we can give you prompt service.

Our lines embrace Builders' Hardware, Paints, Oils and Glass, House Furnishings Goods, Stoves and Ranges, Harness and Saddles (made in our modern factories), Machinery, Mechanics' Tools, Auto Tires and Accessories.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah ---- Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



BASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP SURE TO CATCE & SURE TO HOLD

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.
FOR SALE BY LEADING JORGENS
THROUGHOUT THE WAST

THE TRAP THAT TAKES THE GO O



TOOLS

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell - Paterson Hardware Ce. salt lake city, utah

Wholesale Only

Honeyman Hardware Company

NINTH AND HOYT STREETS FOURTH AND ALDER STREETS

Heating Stoves
Gas Ranges Steel Ranges
Perfection Oil Heaters
Basket Grates
Andirons Spark Guards
Boys Wagons
Sporting Goods
Guns and Ammunition
Fishing Tackle

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

NEW HOVEN

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3% inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO. 150 Post Street San Prancisco California

A Sharp Knife Needs No Argument

NY customer who knows the difference between a pair of shears and a nut-cracker will recognize the superiority of the "ENTERPRISE" Meat and Food Chopper. The razor edged, four bladed steel knife, revolving against the perforated steel plate, is the built-in argument that sells

"ENTERPRISE"

Meat-and-Food Choppers

This is the "open season" for chopper profits. Arrange to clamp an "ENTERPRISE" on the counter and it will pay you liberally for the little space it occupies.

"ENTERPRISE"

Sausage Stuffer and Lard Press

Your customers who make lard and sausage

Mest-and-Food Chopper

"ENTERPRISE" literature furnished any dealer on request

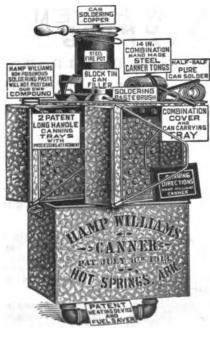
THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U. S. A.

77 O'Farrell St., San Francisco.

4-quart Size, Japanned, \$11.00 6-quart Size, Japanned, \$12.50

29 Murray St., New York.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS. ARKANSAS



By Using
Milbradt Rolling Step Ladders you can utilize space, that may now be vacant, to good advantage and greatly improve your facilities for handling stock. You also save the wear and tear on fixtures and goods, as well as help the appearance of your store. The manufacture of Rolling Step Ladders is our special business. We make them in many styles, suit-

able for all kinds of stores and shelf arrangement.

Fully illustrated catalog will be sent on request.

MILBRADT MANUFACTURING COMPANY

2410-12 North Tenth Street, St. Louis.



Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

Casts Perfectly for Dry Fly, Flies or Bait

> STRONG TOUGH DURABLE

Invisible in Water

—Dont' ask your trade to take a substitute — give them the real thing.

Joe Welsh Leaders Sell Everywhere,



JOE WELSH

PASADENA - CALIFORNIA

Exclusive Agent U.S. and Canada .



2 BROOMS 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Meb. (Nearly 50 years making better brooms)



BUILD UP YOUR TRADE Sell "Fibrotta" Pails

Also "Fibrotta" Spittoons, Waste Baskets, Umbrella Jars, etc. They are very durable, being made in one piece, with no joints to open up, nor staves to fall apart. They last much longer than galvanized articles and are very sanitary, because their hard glasslike, mahogany surface can be washed thoroughly with little labor. Write for "Fibrotta" Catalog.

CORDLEY & HAYES

40 Leonard Street, New York City.



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one plece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO

Bender Street

Mamilton, Ohio

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A

P O P U P

P L A W N

N S P R I N K L E R

Closed



Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Hade for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

AUTOMATIC LAWN SPRINKLER CO. 209 Scott Bidg., Salt Lake City, Utah



Open

MASSILLON, OHIO

YOUR CUSTOMERS WANT THE BOOMER

IP YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

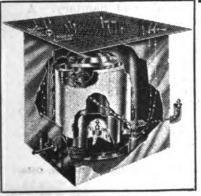
 Made in six sizes,—
 1
 2
 3
 4
 5
 6

 Diameter of Fire Pots
 13½"
 16"
 18"
 20"
 22"
 24½"

 Weights,
 182
 240
 300
 385
 525
 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers - - Trade mark "Boomer" Begistered—No. 58928



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

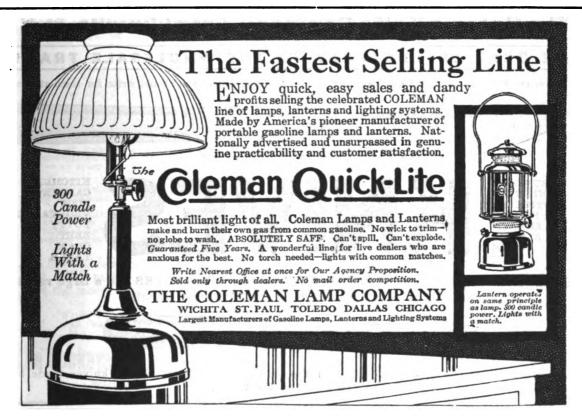
THE GLEEWOOD FLOOR FURNACE

Health-Comfort-Convenience-Economy

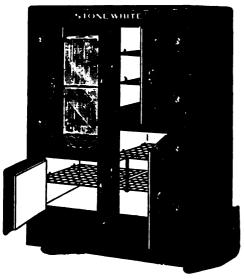
These points win instant favor and continued popularity.

Stock this new, valuable line. Cash in on its large profits. Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.



White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCE OFFICES:— Atlanta, Ga. Dallas, Texas Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SEINWING STICKING BOWING SHEATH SLICING CORM SHOR

KNIVES

KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



MADE IN OHIO, U.S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 26 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTEOTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

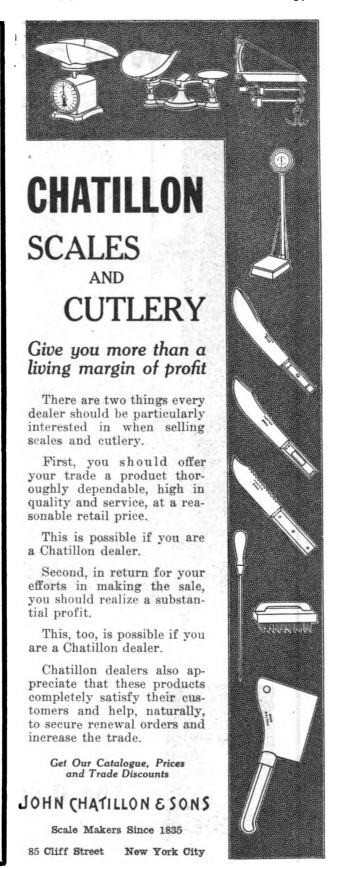
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Cempany



BALDWIN Dry-Air Refrigerator





A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

The Baidwin Refrigerator Co. Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco

Genuine "Emcany"

OR

Unpolished Acme

Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.



Examine
Samples of
This Ware
and prove it
for yourselves



WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

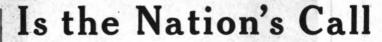
Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

FOOD—FOOD—FOOD



The Food Administration does not insist that we deprive ourselves of food; eat what you need—but don't waste it.

When the cry came from "Over There" for food, what a stupendous question faced this country. The whole nation denied itself and voluntarily undertook the task of feeding the world, yet nobody has gone hungry. Thousands of housewives have discovered that Winning the War in the kitchen is not a sacrifice, and that it is made easy, by the use of

UNIVERSAL

"Win the War" Home Needs

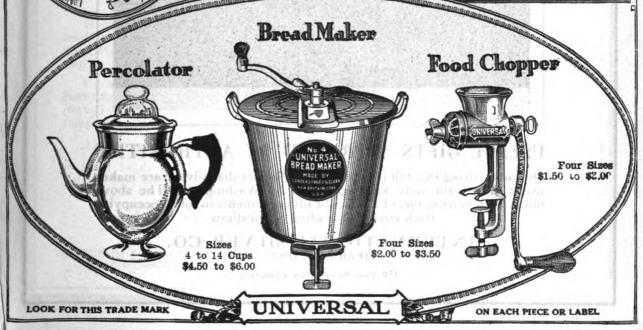
UNIVERSAL Bread Maker—saves wheat, makes war bread easily and without waste.

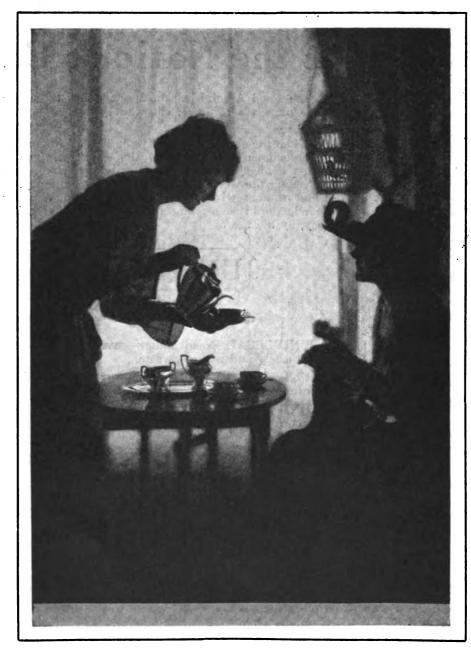
UNIVERSAL Food Chopper—saves food, makes leftovers into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee with all its strength and aroma preserved.

Landers, Frary & Clark

New Britain, Conn.





USEFUL GIFTS APPROVED BY AUTHORITIES

Our advertising this fall is emphasizing the fact that silverware makes useful gifts—the only kind approved by Washington. The above illustration is from one of a series of advertisements in colors occupying back covers of leading publications.

INTERNATIONAL SILVER CO. MERIDEN, CONN.

150 Post Street, San Francisco



Take on a line of refrigerators that back-up your best selling talk!

Our 1919 line of quality refrigerators is boiled right down to picked winners. You'll likely be keenly interested in looking over our 1919 catalog, which shows, we believe, the most snappy and tempting line of refrigerators on the market.

We've devoted considerable time, thought and effort to the development of live-wire "dealer-helps"—the use of which are sure to put pep in your refrigerator department. Let us tell you all about them!



More than 1,500,000 are in use—in every state in the union. Alaska quality is held in the highest esteem by particular trade. Our exclusive patented overhead circulation system—in our cork-filled line—is the last word in scientific construction.

By actual tests made under the direct supervision of the New York Tribune Institute and the Good Housekeeping Institute, Alaska Cork-Filled refrigerators proved most economical in consumption of ice and maintain lowest refrigerator temperatures with dry, cold air.

Alaska quality is backed by 42 years of specializing.

Send today for our 1919 catalogue—and outline of our up-to-the-minute dealer-helps. They will interest you.

The Alaska Refrigerator Company Muskegon, Michigan

MANGRUM & OTTER, Inc. San Francisco, Cal.

HOFFMAN HARDWARE CO. Los Angeles, Cal.

Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Co., Burlington, Vt.

Union Hardware & Metal Co. Los Angeles Butler & Brittain San Francisco



Mirro Christmas

Above is pictured the handsome Mirro Yuletide catalog.

The cover is beautifully lithographed in colors.

It will help you make many a Mirrosale to customers seeking gifts that combine convenience with an unusual beauty.

Folks like to buy shining gifts for Christmas. And in Mirro Aluminum they find the gifts that reflect good housekeeping as well.

Send for a copy of this catalog today. If you are not already a Mirro dealer we will also send particulars of the interesting selling plan on this popular line. Mirro is a big seller at any season, but particularly at this season when it reflects sensible giving as well as good housekeeping.

Remember that Mirro is a dealer line through and through, and that a quarter century of quality aluminum making is wrought into every piece—

And that it is made by one of the world's largest concerns in this important field.

A postal brings the Christmas Catalog. Mail your postal today—NOW.

Aluminum Goods Manufacturing Co.

Manitowoc, Wisconsin, U. S. A.

Makers of Everything in Aluminum

MIRRO ALUMINUM Reflects Good Housekeeping

The New Boston Rubber Chair Tip

SprinGriP



SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

BRASS WASKED

BRASS WATE

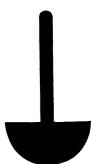
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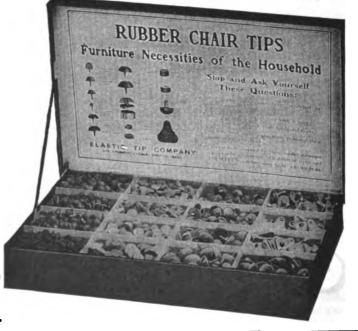




Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue BOSTON - MASS.





SURPRISING how demand has concentrated on better grade mowers.

Because so many householders have learned to cut their own grass this season.

Quality Lawn Mowers



This trade-mark will be found on the following:

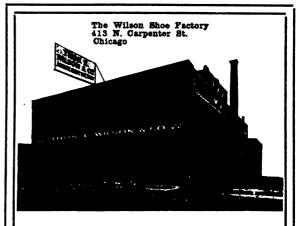
- "Pennsylvania"
- "Pennsylvania Jr."
 "Pennsylvania Golf"
- 'Pennsylvania Putt-ing Greens Mower' 'Continental'
- "Great American B. B."
- 'Shock Absorber''
 'Quaker City''
 'Red Cloud B. B.''
- 'Orchid B. B.'
- "New Belmont"
 "Bellevue"
 "Panama"
 "Delta B. B."
 "Electra"
 "Pennsylvania
 Pony"

- Pony
- Pennsylvania Horse
- 'Pennsylvania Grand Horse''
- 'Pennsylvania Trio Horse''—86-inch

have demonstrated that quality tools are the most economical.

The promise for next season is still a heavier demand





WILSON'S **Sport and Military Shoes**

Wilson's Athletic Shoes and Wilson's Military Footwear have earned a national reputation for quality and smartness.

The Wilson line includes shoes for every sport — baseball, football, tennis, golf, track, gym, etc.

Wilson's Regulation Army Shoes, in Officers' and Trench models, are in great demand.

Fit and service-giving qualities are not excelled in even custom-made footwear.

The Wilson Shoe Factory illustrated above is just one link in the long chain of Wilson Factories, devoted to the production of highest quality Sporting Goods and Athletic Equipment.

Wilson's shoes are unconditionally guaranteed to give satisfaction.

Let us tell you how to "cash in" on Wilson Sporting Goods.

> Write today for catalog, price list and dealer's proposition



701-703 N. Sangamon Street, Chicago Eastern Headquarters, 25 W. 45th St., New York

No. 4 of a Series



HE true American wants to work where he will help win the war. He wants to fit in. America needs the Right Men in the Right Jobs. Only

when this comes about can maximum production be obtained to support our armies at the front.

The needs of all war industries can be anticipated and met by the Government if employers and laborers will avail themselves solely of the nation - wide machinery which is at hand. The length of the War depends directly on our Country's ability to sup-ply all War Industry with the best workers the country can produce the moment they

are needed.

The U.S. Employment Service is the official bureau of the Federal Government in charge of the distribution of labor. The President has declared that it is the official agency for recruiting and distributing unskilled labor for war work.

It has over 500 branches throughout the nation, and 20,000 U.S. Public Service Reserve enrollment agents. Ask the local post office or newspaper for

PRESIDENTS

STATEMENT

"Industry plays as essential and har able a role in this great struggle as do military armaments. We all recognize truth of this, but we must also see in sary implications—namely, that indust

. . .

"Therefore, I solemly urge yers engaged in war work to re-r August 1st, 1918, from recruit-iled labor in any manner except his central agency. I urge labor as loyally as heretofore to any

WOODROW' WILSON.

name and address of the nearest representative, or write to the U. S. Employment Service, Washington, D. C.

Those employers in war work who seek to get labor through their own or private recruiting agencies are interfering with the Government's machinery and prefer-ring their interests to those of the nation. Only through strict compliance with the Government's

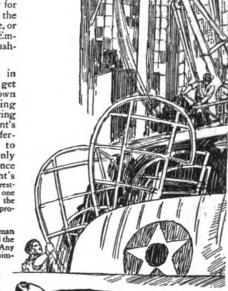
with the Government s
of a free people.

Will.Son.

with the Government s
or a free people.

program can the constant, restless shifting of labor from one
war job to another, with the
consequent diminution in production and efficiency, be prevented.

Above all, the Government urges every man engaged in war work to stick to his job until the Government recommends that he change. Any man not engaged in war work should put himself at the disposal of the nation by registering with the Public Service Reserve. This is a tremendously important duty! The war worker ranks with the fighter in the trenches. He will help beat the Hun.





Contributed through Division of Advertising.



This space contributed for the Winning of the War by Publisher of HARDWARE WORLD



"What kind shall I order?"

"Royal of course!"

Why Royal Cotton Waste "of course?"

Because you're guaranteed uniform quality, 6 per cent "tare" (wrappings) and even weight.

Because there aren't any metal splinters to jab and infect a man's hand.

Because a handful of Royal does more work quicker and better than two handfuls of other wastes.

Because there are twelve Royal grades to pick from—Six White: (Baron, Count, Czar, Duke, Earl, Emperor)—Six Colored: (King, Marquis, Mikado, Prince, Rajah, Sultan). You pick your best grade for service and price and re-order by name. Stop Guessing — Order Standardized

ROYAL

Scratch our name on our letterhead for a copy of "Producing the Fittest in Waste."

Ask our jobber or write for the Royal Sampling Catalogue and for samples of resilient Royal Wool Waste.

Their big national magazine advertising drive is on. Watch for it.



ROYAL MANUFACTURING CO

General Sales Offices and Plant RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street Chicago Office—Peoples Gas Bldg. Pittsburgh Office—Oliver Bldg. St. Louis Office—Pontiac Bldg. Boston Office—Rice Bldg. San Francisco Office—Wells Fargo Bldg.

Chi-Namel Varnish

Heel Proof: Hammer Proof: Water Proof

CHI-NAMEL Stains and Varnishes With One Application.
CHI-NAMEL is Elastic, Self Leveling, no Brush Marks.

Anyone Can Apply Chi-Namel



CHI-NAMEL Auto Colors are Positively Water Proof — Easiest to Apply — Last Longest.

The Tritch Hardware Co.

Distributors for Colorado, Wyoming and New Mexico







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Number 11

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

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"Making the World Safe for Democracy -or Socialism"

N a recent address delivered to business men, Mr. Gerard, former United States Ambassador to Germany, gave a warning which should be heeded by every business man.

Mr. Gerard has had considerable experience in countries where Socialism has been exploited and the beneficent influence of German Socialism has been held up to America as something

most desirable to emulate.

But Socialism in Germany is a very different brand to that which is advocated in this coun-Aside from that, the conditions which exist in the United States, as far as opportunity, liberty of thought and action, are entirely dissimilar to those which exist in Germany.

Then, too, have we not come to realize that anything which has the brand "Made in Germany" is something to be feared and guarded against?

Mr. Gerard Should Be Heeded

This isn't the time to say what might have been avoided had the warnings of Messrs. Gerard, Van Dyke and others been heeded in the past, but we should profit by what is being said now as to the danger that confronts us.

We should give consideration to the warn-

ings that are being given.

Mr. Gerard has said that the present Administration has invited suggestions, that they will be guided by public sentiment, and he considers he is doing a patriotic duty in warning the country lest we permit the I. W. W., Bolsheviki, Non-Partisans and similar ilk, often operating under the guise of Socialists or Pacifists, to camouflage their real feelings and attempt to mislead those in authority as to public sentiment.

True, they are in the minority, but they are so noisy and boisterous, they are so continually active in every way, that the better class of citizens pay far too little attention to them.

We either think they amount to so little, or we become so disgusted with their "line of talk." or think they exert but little influence.

But we should not be too sure of this. They have been most active in recent years in agitation, and in attempting to "create public sentiment" through misrepresentation.

They adopt methods and means and undoubtedly mislead many well intentioned but

unthinking persons.

It is true that in many instances their criminal instincts have enmeshed them in the toils of the law, but there is no doubt but what their teachings have made many converts.

Particularly is this true in the large cities. In a number of cases their leaders have been convicted of murder, of treasonable utterances. of defiance of law, and among them are such the Haywoods, Berkmans, Goldmans, Mooneys and others of this type.

This is the class that are endeavoring to create public sentiment for "Socialistic Revolution," and would overthrow our present form

of government.

If you do not believe they represent the true spirit of America, then it is time for every business man to begin to think more of these things, and to express himself in no uncertain terms, for the Administration has been said to invite suggestions.

Why should you permit this class to have

the monoply in making suggestions?

Business men in the interior towns and cities are not aware of the extent of the influence of this class of people in the large cities, of an element which has no respect for law or even life itself, who act upon the theory that the end justifies the means.

When such are caught and convicted, they are held up by their associates and by a certain class of venal newspapers as "martyrs to the cause" as "innocent victims of soulless corporations."

Every business man has a duty to perform, and he should not hesitate to express his opinion and let his representatives in Congress know just what he believes.

This is the warning of such men as Mr. Gerard, and other men of vision, that should not go unheeded, for this is no time to hold back and leave it to the Bolsheviki, the Socialists, the Anarchists, to act as spokesmen in representing public sentiment.

BEWARE OF GERMAN PEACE **PROPAGANDA**

We recommend to our readers an article appearing in the October issue of the North American Review entitled "A Judas Peace."

If you haven't read it, get a copy at your

library, or from your news dealer.

Every American should be informed as to the methods which Germany will use to endeavor to win the war through peace "negotiations," through pathetic appeals on the ground of humanity or religion.

There is grave danger lest we should be

misled by such insidious appeals.

The budding genius often develops into the blooming idiot.



Retailers Urged to Keep Accurate Accounts

Complete Records Necessary in Figuring Income and Other Taxes

THROUGH the medium of the retail credit men's associations, boards of trade, chambers of commerce, and wholesalers and jobbers, Commissioner of Internal Revenue Daniel C. Roper is sending to the retail merchants of the country a personal letter urging the necessity for maintaining an accurate system of accounts.

curate system of accounts.

The \$8,000,000,000 revenue bill now pending in Congress means an average tax of \$76 for every man, woman and child in America. "In many businesses," says Commissioner Roper, "taxes will be one of the largest items of expense. It is the utmost importance, therefore, that every concern, large or small, whether corporation, partnership, or individual, shall maintain an exact record of its receipts and expenses; in other words, keep accurate accounts. Taxes should be considered as an expense for the year for which they are assessed rather than for the year in which they are actually paid, and the necessary reserves should be provided at once.

No Special System Prescribed

"No special system of accounts is prescribed by the Bureau of Internal Revenue, but the books should show in detail inventories, purchases, sales, capital investments, depreciation and similar items required in making up income tax returns.

"Every merchant should study the income tax law and regulations and see to it that his accounts are kept in a manner that will enable him to determine his net income for taxation purposes. Aside from the necessity of keeping systematic accounts in order to comply with the government's requirements every progressive merchant should adopt an approved accounting system for the good of his own business. In no other way can he further his financial interests more effectively.

"The bad-debt loss of the nation, which runs into large figures annually, is due in large measure to inexperience and inability. If merchants would keep even the simplest books of account the bad-debt wastage would be reduced materially, for inability and inexperience are

usually marked by the absence of an accounting system.

Advantage to Business Man

"The man who knows the exact conditions of his business from day to day has an immeasurable advanage over the individual who has no records upon which to base his operations. It is the duty of every citizen, especially in these war times, to keep in such close touch with his business through record keeping and otherwise as to maintain the greatest efficiency.

It is expected through the various agencies employed by the bureau to place one of these letters in the hands of practically every retail merchant in the United States. The National Association of Credit Men, with headquarters in New York, not only has assured the bureau of its co-operation in the dissemination of the letter, but it is at work on a uniform system of accounting to be supplied to merchants at cost.

"Credit men generally," said a representative of the national association, "have found by experience that a large number of failures result because the men who fail do not have a regular system of accounts, and, therefore, do not know their financial condition from time to time. The National Association of Credit Men recognizes this condition and has been co-operating with retailers in a movement to remedy the situation."

Required to Make Reports

Persons, corporations, partnerships and associations liable to any tax imposed by the war revenue act are required to keep such records and render under oath such statement of their accounts as the Commissioner of Internal Revenue may prescribe.

By adopting and maintaining an accurate system of accounting, the merchants, it is pointed out by Commissioner Roper, will be able to place before the internal revenue inspector book records showing how he arrived at his statement of net income, thus saving himself annoyance and expense and at the same time facilitating the government's task of collecting the war revenues.

True Today as Well

WITH malice toward none; with charity for all; with firmness in the right as God gives us to see right—LET US STRIVE ON TO FINISH THE WORK WE ARE IN; to bind up this nation's wounds; to care for him who shall have borne the battle, for his widow and orphan; to do all which may achieve and cherish a just and lasting peace.

—Abraham Lincoln.

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Kahn Pleads for Individualism

"War After the War" Will Be Attacks of Fanatics on Old Order—Beware of Paternalism

STRONG plea for the return to enlightened and progressive fairminded indiualism after the war as opposed to the paternalistic tendencies of the government and the Bolshevikism of the fanatical inciters of the masses, was made by Otto Kahn, of New York, in addressing the American Bankers association convention.

The real "war after the war" he said would be the attack of the destructive Bolsheviks, the self-seeking demagogues, and the well-meaning utopians against those who believe in the history-proven individualism. He said in part:

"The individualism to which I adhere, spells neither reaction nor greed, selfishness, class feeling or callousness. No less than those who carry their hearts visibly aching for the people and aflame against their oppressors, into magazine articles, political assemblies and upon lecture platforms; no less than they are we desirous for the well-being and contentment of the masses of the people.

Incentive to Effort

"The individualism we believe in gives incentive to every man to put forth his best effort, while at the same time it recognizes fully the right and the duty of the state to impose upon business reasonable supervision, restraints and regulations to take measures destined to raise the general level of popular well-being, to protect particularly those least able to protect themselves, to prevent exploitation and oppression of the weak by the strong and to debar privilege and unfair or socially harmful practices.

"And we further believe that in addition to, and over and above the limitations imposed by the state there are restraints which a man's conscience should impose upon his actions in affairs. It is not enough to be "law-honest" or "money-honest."

Control Necessary

"I do not fail to recognize that certainly during the period of reconstruction, and probably more or less permanently, both here and in Europe the scope of state activities is bound to increase and must concern itself with and intercede in, matters which heretofore were left entirely to private enterprise. But this concern and intercession should be such as not to eliminate, or lame, private enterprise, but to make it more effective. Nor do I fail to recognize, but, on the contrary, I welcome unreservedly—as I am sure we all do—the prospect that in the times which will follow the profound upheaval of the war, the standard by

which men will be judged and rewarded will be more strictly, exactingly and farreachingly than heretofore, that of work done, duty performed, service rendered.

"From government paternalism to socialism is not a very long step. The menace, however, of bureaucratism and socialistic paternalism with their insidious effect upon the very fiber and marrow of the race, confronts us now. While bureaucracy and efficiency can go together under an autocratic regime, it is impossible in the very nature of things for bureaucracy to go together with efficiency in a democracy. Nor, indeed, can paternalism and liberty exist side by side.

"Fatal to the attainment of governmental efficiency of a high order, is the custom of changing officials with a change of adminis-The federal trade commission was tration. created but four years ago. Yet, not a single one of the original appointees remains today on the commission. As bearing upon the question of transferring business functions from private control to government control, I need hardly enter into the subject of the vastly increased cost."

Undoubtedly when Geramny takes up her peace negotiations they will secure the support of publications which have been notoriously Pro-German in former days, some making it a daily practice to publish verses of the scripture at the head of their editorial appeals.

Bear in mind that the Germans have always turned a deaf ear to the entreaties of millions of men, women and children in Belgium and France, who have been tortured in ways that are not even permitted to be published.

Give Germany justice, but bear in mind that justice demands that criminals and murderers

should be punished.

Read the article headed, "A Judas Peace." in the October issue of the North American Review if you want to get a good viewpoint.

Too long have business men permitted politicians seeking to perpetuate themselves and friends into office, to give ear to socialist dreamers and I. W. W. agitators, as representing public sentiment. It is time for every business man to feel that it is his duty, as well as his privilege, to express his feelings and to voice his sentiments on every public question at issue.

Let your Senators and Representatives know just how you feel.

When a wise man gets real angry he goes away back and sits down.



ARE YOU SAFE UNDER YOUR EIGHTY PER CENT. INSURANCE CLAUSE TODAY?

(Copyright by Elton J. Buckley)

Several months ago I wrote an article explaining the legal effect of the 80 per cent clause, so-called, in fire insurance policies, the importance of which I stated to be the fact that every insurance company doing business in this country includes this clause in policies both on stock and fixtures and buildings, therefore every man who carries insurance is subject to it, and inasmuch as it could and very often did cut down the amount of insurance he could recover after a fire, it was important that he knew about it and obey it. I want now to point out, for the protection of the readers hereof, how conditions brought about by war have changed the operation of the 80 per cent clause so that many a business man who was safe under it before is not safe under it now.

The 80 per cent clause, which is in all fire policies in practically these words, is as follows:

This company shall not be liable for a greater proportion of any loss or damage to property described herein than the sum hereby insured bears to eighty per cent of the actual cash value of said property at the time such loss shall happen.

This clause means this: A merchant insures a stock and fixtures worth \$10,000. To be safe under the 80 per cent clause he must carry \$8,000 (80 per cent) insurance on it. If he then has a fire causing damage of \$4,000 he will collect his loss in full, \$4,000. But if he only carries \$4,000 insurance and he has a fire causing \$4,000, he will collect only \$2,000, for \$4,000 insurance is only half of 80 per cent of the value of the merchandise. If he carried \$6,000 insurance, and the fire cost \$4,000, he would collect \$3,375, for \$6,000 insurance is only threequarters of 80 per cent of the value of the merchandise and \$3,375 is three quarters of his loss. In other words, he gets the same percentage of his loss in the case I cite as his insurance bears to \$8,000.

Insurance men tell me that only about 5 per cent of fires exceed in damage 80 per cent of the value of the property, which means that it a hundred business men are all ignoring the 80 per cent clause, and all have fires, 95 per cent will collect less than the full amount of their losses because they failed to follow the 80 per cent clause.

Thousands of business men who before the war were carrying insurance amounting to 80 per cent of the value of the property are not now doing so, because the value of their property has very greatly increased, while they have not increased their insurance. Therefore, insurance which before the war amounted to fully 80 per cent of the value of the property may not amount to more than 50 per cent or 60 per cent of it now.

How that will work to cut down what you can collect after a fire, I will show by a few illustrations—

Exam	ple	No.	1.

Value of stock and fixtures four years ago\$10,000
Insurance carried in compliance with 80 per
cent clause 8,000
Fire occurs with loss of
Can collect from insurance company 4,000
 ,
Value of same stock and fixtures today\$12,500
Insurance still carried
Fire occurs with loss of
Can collect from insurance company 3,200

The increase in the value of the stock and fixtures has reduced the amount collectible \$800. Under the changed conditions the insurance is \$2,000 less than what it should be to cover 80 per cent of the value; in other words, four-fifths of what it should be, and the insurance company therefore has to pay only four-fifths of the loss.

Example No. 2.

Value of store building four years ago\$6,000 Insurance carried in compliance with 80 per cent.
clause 4,800 Fire occurs causing damage of 3,000 Can collect from insurance company 3,000

Value of same store building today \$7,500 Insurance still carried 4,800 Fire occurs causing damage of 3,000

In the first illustration the owner of the stock and fixtures should have increased his insurance to \$10,000 to keep pace with the increased value of the merchandise insured, and in the second illustration he should have increased his insurance to \$6,000. If this were done, each could collect the full amount of his loss.

There are a great many complaints against the 80 per cent clause, but an illustration will show that it is perfectly fair. Two merchants occupy adjoining buildings, each with a \$10,000 stock and fixtures. Each carries \$8,000 insurance, which complies with the 80 per cent clause. In a year each one's stock doubles in value. One, in compliance with the 80 per cent clause, takes out \$8,000 more insurance. The other takes out no more. Each has a fire of the same amount. If it weren't for the 80 per cent clause, both merchants would collect their losses in full from the company, though one was paying only half as much for his insurance as the other. The 80 per cent clause equalizes such conditions, and lets a man collect on account of his loss the proportion that his insurance bears to 80 per cent of the value of his property.

Getting Ready for Winter Trade

WITH the approach of fall the housewife began her semi-annual housecleaning and renovating campaign, both to get ready for the winter, and in anticipation of the coming holiday season. This then is the time to call attention to all the aids to cleaning and renovating, not only to mops and brushes and pails, but to enamels, varnishes and paints—in order that all may be spic and span for the wintery season.

Show in Order

It is an excellent idea to feature these articles of merchandise in their logical order—first the cleansers, mop, broom, brush, vacuum cleaner, buckets and pails; then the renovators, enamels, varnishes, paints, and brushes; and finally the new articles of household comfort to be installed—fire screens, andirons, brass fire sets, gas heaters, electric conveniences, as well as lamps of various sizes and descriptions.

Cleansers are ordinarily supposed to be objects of utility rather than beauty, but Wadsworths, Pasadena, Calif., found a means of making them both useful and thereby caused many people to stop and look at their display who ordinarily would not be attracted to the purely utilitarian. They featured especially chamoline, a polishing cloth designed as a substitute for chamois. Strings of it hung on the wall and in the rear was a large art card:



PRESERVE THE PROPERTY YOU OWN

Help the nation by keeping your buildings painted. It is economy to use the paint that wears the longest.

Beneath it was shown a card board house, with the front cut away to show the interior, and above it a card:

> Decay Won't Bother This Home It is protected with Blank paints

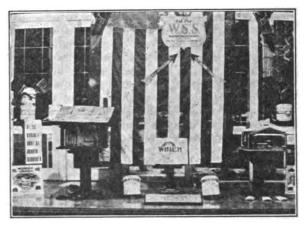
Little piles of chamoline were scattered all over the window, and with each was a small card, with the word "Chamoline" in red letters, followed by catchy little phrase in black "Will do the work at one fourth the cost, The labor saving necessity. For cleaning. For polishing. For economy, and the greatest chamois value ever offered." In the rear were shown color cards, and cans of paint and brushes.

A Display That Made Sales

The Parker-Boutelle Hdw. Co., San Diego, Calif., presented their line in a simple but effective manner. Across the floor extended a diagonal strip of floral crepe paper on which were laid brushes and cans of paint and enamel. In the rear was built up an arch of cans of paint, while coming through this archway was a young woman (Life size cut-out figure) with can of enamel in her hand. On the wall were hung mops and feather dusters, while down in front were little cans of paint, each with a narrow ribbon running from it to the color it contained, as shown on a color card fastened to a pedestal topped with a large can of paint and paint brush.

How a New York Dealer Got Results

Having seen that the house is scrubbed and polished, the next thing is to brighten and freshen it with new paint and varnish. One of



the most striking ways of calling this to the attention of the public was adopted by F. T. Coffin & Son, Buffalo, N. Y., who discarded the conventional pyramids of cans and brushes.

The floor was strewn with autumn leaves, and an arch was formed by two tree trunks, with masses of foilage across the top. Fastened to this foliage was a number of white cardboard letters, forming the word "Forest Tone." At either side were color cards and all through the windows were cans of paint and varnish, while cards of brown, lettered in green and

gold topped each can: "Forest Tone is durable—sanitary—washable—governed by good taste." A large card read:

Does the Tone of a Certain Boom Jar on Your Aesthetic Taste? Transform it into a thing of beauty by giving it a couple of coats of one of the harmonious tints of Forest Tone.

Another striking window was arranged by McPhee & McGinnity, Denver, Colo., which featured paints for both interior and exterior use. A large flag decked the background, and on either side, on pedestals, were little wooden houses, the one sadly in need of paint, the other freshly painted in harmonizing tints. A card between them, with a large red interrogation point queried, in black letters; "Which?" At either side were color cards, and cans of paint surmounted by paint brushes, and a card down front advised:

PAINT PRESERVES THE LIFE OF THE HOUSE

Make everything snug for winter by giving the house and outbuildings a couple of coats of our weather proof paint.

The third and last stage in this preparation for winter campaign is the suggestion as to purchasing home beautifiers. It is none too early to advocate Christmas buying, and in so doing stress should be laid on the appeal of the National Council of Defense that Christmas buying be done early and that it be confined to useful gifts.

Nothing adds more to the cheery appearance of a room than brightly burnished fire appurtenances. This was the thought of the Albany Hardware Co., Albany, N. Y., who supplemented their newspaper advertising of this line with an effective window display. Their ad, which was adorned with the cut of a blazing grate fire was decidedly catchy:

"I love the Autumn, don't you? I think the best part of it all is coming home to a fire in the dark," said one friend to another as they cozily seated themselves by the blazing, sputtering fire of the fragrant pine knots.

If you are waiting to light your fire because you have not

Fire screens Tongs Fire set
Andirons Spark arrester

why not order them today and get the house in readiness for winter?

Nothing would be more appreciated for a Christmas gift than

Brass andirons Black andirons Fire sets
Fire screens Portable open grate

Choose them now. A small deposit will hold
them until you want them.

The window display effectively complemented this ad. The background represented a

whitewashed wall, and against this was built of cardboard a great fireplace, painted to represent brick. Asbestos fire logs were placed therein and behind them a red bulb covered with red paper, so that a rosy glow appeared to come from the logs. A pair of very artistic brass andirons were shown, and before the fireplace a three-panel folding fire screen of fine mesh wire, bound in brass. At the other end of the window was a similar grate, though smaller, heaped high with coal, through the chinks of which gleamed a red light. Fronting it was a semi-circular screen, and at one side a brass coal scuttle, while at the other was a brass rack containing tongs, poker and shovel. A sign prominently displayed, declared:

"HE NEVER CARES TO WANDER FROM HIS OWN FIRESIDE"

Provided it is bright and cheery. Nothing adds so much to the homey feeling as a well kept hearth, and bright and shining accessories.

WE HAVE THEM

Look within, and see what you need for your own home.

All the articles of merchandise displayed bore little price tags, plainly but not glaringly marked.

TO CALCULATE PROFITS

Here is a schedule of profit calculations which may be found useful by the average business man. It shows, for instance, that 5 per cent added to the cost of an article is equal to 434 per cent profit on the selling price. The remainder of the table follows:

inder or mic tubic	10110 11 5 .
Addition to Cost	Profit on Selling Price
8½ per cent	7 per cent
10 per cent	9 per cent
12½ per cent	111/8 per cent
15 per cent	13 per cent
16 per cent	14¼ per cent
17½ per cent	15 per cent
20 per cent	16 2-3 per cent
25 per cent	20 per cent
30 per cent	23 per cent
33 1-3 per cent	25 per cent
35 per cent	26 per cent
37½ per cent	27¼ per cent
40 per cent	28½ per cent
45 per cent	31 per cent
50 per cent	33 1-3 per cent
55 per cent	35½ per cent
60 per cent	37½ per cent
65 per cent	39½ per cent
66 2-3 per cent	40 per cent
70 per cent	41 per cent
75 per cent	42 2-3 per cent
80 per cent	44¼ per cent
85 per cent	46 per cent
90 per cent	47½ per cent
100 per cent	50 per cent

A genius is a man who can make anything but a living.

LIABILITY OF A SHIPPER WHO CAUSED HIS CONSIGNEE \$1,750 LOSS

(Copyright by Elton J. Buckley)

The following letter, sent to me by the Pennsylvania Retail Merchants' Association, I answer here because it will interest every reader of this department:

We desire to submit this question. The facts are these. Two packages of goods, one of \$1,800 and one of \$2,100, were sent by express to a merchant. The one of \$2,100 came all right, but the one of \$1,800 was never received. The shipper had put on the packages "value not over \$50," as is often done to keep the express charges lower.

The contention of the express company is that it is not liable for \$1,750, the difference between the declared and actual value, but is liable only for the \$50 declared value. The merchant refuses to pay the shipper owing to non-receipt of the goods, and the shipper claims of the express company, showing the actual shipment and invoice.

Who loses?

This was threshed out before our convention, and the opinion was that the express company was absolved by reason of the declared value of \$50, which was the shipper's fault. Also that the merchant could not be collected from by the shipper, because the goods never arrived, although the general understanding is that it is up to the consignee after the shipping receipt is in the consignor's hands. The point made was that by reason of the negligence of the shipper in putting such a small value on an \$1,800 package, he was to blame.

If a common carrier (an express company is a common carrier) was not allowed to limit its liability for goods lost and injured while en route, it would be liable "for all loss and destruction of or injury to such goods, not occasioned by the act of God or the public enemy." Unfortunately, it is allowed to limit its liability by contract, and this contract it forces shippers to accept by putting it in express receipts, bills of lading, etc., and also by officially publishing it in its rate schedules on file with the Interstate Commerce Commission and elsewhere. Since a shipper is bound to take notice of the rates, he is bound by what is filed, even if he doesn't see it and knows nothing about it.

It is well settled that express companies and other common carriers can and do legally reduce their liability by various devices. These devices can be avoided, as I pointed out in a previous article, if the shipper will read what is in his express receipt or bill of lading and do everything he is required to do there in order to hold the company to full liability.

One way in which express companies are allowed by law to reduce their liability is to include in their express receipt a clause that they shall not be liable for more than a certain amount, usually \$50, unless, where the value is more than that, the actual value is disclosed to the company at the time of shipment, and an increased rate paid. This clause has been held to be valid even where the loss or damage was caused by the company's negligence. It is most valuable protection for the company. Under

it, it is the duty of the shipper to take the initiative and state the real value; the company can sit still and wait for him to do it, and if he doesn't do it, the most that the company can be held for is \$50, even if the real loss is \$50,000.

So that in the case cited, the company cannot be held for more than \$50 if the shipper failed to state the real value. As against the express company, the consignee is bound by what the shipper did, because "where a consignor contracts for transportation for the consignee, it is presumed in the absence of evidence to the contrary that he has authority to make special contracts for the consignees as to terms of shipment, and the consignee will be bound." Therefore, if the consignee instructed the consignor to ship the goods, or if it was understood between them that the consignor should attend to the shipment, the consignee must take his \$50 and cannot claim any more from the express company.

But whether he can recover his loss from the consignor is a different question, with, I think, a different answer. The consignor knew or should have known, of the provision in the express receipt requiring that the real value be stated if it is to be collected from the company. He knew, or should have known, that if he failed to declare the real value, and the goods were lost, the consignee would be unable to collect his full loss. Knowing this, or being in position to know it, he created a situation which has cost the consignee \$1,750. My judgment is that he can be compelled to pay that loss to the consignee, unless the latter was in some way a party to the low declaration of

value in order to keep the rate down.

1. If the consignee has paid for the goods, he should sue the consignor to recover his \$1,750

2.—If the consignee has not paid for the goods, he should wait until the consignor sues him, and then defend by introducing his claim for damages by way of set-off.

I have assumed throughout that these goods were not sold delivered, but in the usual way. viz., f. o. b. the seller's station. If they were sold delivered, then the loss is the shipper's, and the consignee needn't bother anything about it. because the shipper never got the goods to their destination.

Fortunate is the man who never knows when he gets the worst of it.

WOULDN'T BE WITHOUT HARDWARE WORLD

Every issue of the HARDWARE WORLD is worth double the price. We wouldn't be without it; in fact it pleases us in every way. Every retail merchant should read and digest everything in it very carefully BLUEJACKET SUPPLY CO. Oklahoma.

Queer Ideas of Loyalty

UCH has been said and written on the subject of loyalty—business loyalty—loyalty to one's employer, to the man or firm who is paying a salary, nevertheless queer ideas of loyalty still exist.

In the majority of cases those who have proven their loyalty have gone ahead and become proprietors or employers themselves, but a new generation of young men and young women are constantly coming into business who have never had instilled into them at home (or perhaps there has been no occasion for it) the true idea of what should be expected of a man or woman in the employ of another.

It should always be understood when you are employed by anyone that you are being paid for your services—not merely to "put in time," to be at your desk, or behind the counter, but because you intend to render value received, to put forth conscientious effort, to use your whole time for the employer's interest—to deal by him as you would want him to deal with you if he was working for you.

An honest person will always endeavor to put themselves in the employer's place and ask what would I do if I were employing someone else.

Would I not expect the full time to be utilized to the best advantage?

Would I not expect a concentration of thought and effort to do my work to the best advantage?

Would I not expect suggestions, improvements, and ideas where time and money could be saved?

Would I not expect an employee of mine to keep themselves in fit condition so work could be done properly?

Would I not expect anyone whose services I had engaged to keep me informed on everything that pertains to the welfare of my business?

Generally if one is honest and conscientious and puts themselves in the position of the employer, acting in the way they would want their employees to act were the position reversed, they are not going to be very far wrong.

If you see that anything is being neglected, whether intentionally or otherwise if you were the employer would you not wish to have it reported to you so it might be corrected.

If work is being done in a careless haphazzard manner would you not expect an employee of yours to inform you with reference to it?

To Whom Is Loyalty Due?

To whom is loyalty due? In other words to whom do you owe the greatest loyalty, to the employer who is paying you a salary, or to your associates?

There seems to be prevalent among a large percentage of employees an idea that they do not wish to be considered a "tattler," that is a reputation one does not want.

But there is no occasion for "tattling" for "tattling" is mischief making, it is actuated generally by jealousy, envy, a desire to take advantage of someone, to secure someone else's position you might covet.

If you are not actuated by these things, if you bear no ill will to any associate, you can not consider yourself guilty of tattling or tale bearing if you keep your employer informed on matters that affect his business.

It doesn't make any difference whether it be that work is being done in a careless way. whether there is some associate that is guilty of acts of indiscretion, or neglectful of work. which if you were in the employer's place you would not tolerate, or whether an employee is dishonest in his dealings, whether he is taking goods from the store, or whether he is taking time that rightfully belongs to the employer, and for which he is paying, would you not wish to have this reported to you if you were the employer?

Knowledge of Such Makes You Guilty

If you are cognizant of these things are you not just as guilty as the employee who is doing these things, for you are shielding him, you are really encouraging him or her to continue these unlawful and wrongful practises by the fact that you have knowledge of it and are willfully concealing it, thus abetting the employee in doing dishonest things.

Whenever a man commits a crime, the one who has knowledge of it, and shields or protects the criminal, is equally guilty or culpable—in other words he is an accessory to the fact.

Do you who have knowledge of such things being done in business realize that you are also an accessory to the fact?

Think over these things—consider what you would want to have done if you were the employer and make it your business to keep him informed if you expect to succeed or even if you intend to have the respect and confidence in yourself you should have.

NO WONDER THEY ARE SUCCESSFUL

We try to take advantage of all hardware trade papers because there are helpful ideas and suggestions in them that pays every retail merchant.

We enclose subscription for the HARDWARE WORLD for ourselves and employes.

VANDERVOORT HARDWARE CO. Michigan.

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Made His Dreams Come True

A Missouri Boy, With an Ambition to Be a Traveling Man, Who Made His Dreams Come True.

Now a Sales Manager of the Institution.

ONROE COUNTY,
Missouri, is famous for
many things.

A score of years ago it claimed to be the banner Democratic County of that state, and while willing to admit there were really a few decent, upright men who voted the Republican ticket, they were so in the minority they were hardly to be taken into con-Among other sideration. claims they made the assertion, which every county has a right to make, that they had more beautiful women and prominent men to the acre than any other portion of the universe.

One thing we do know, many who have achieved success and become prominent in varied lines have been proud to say they formerly lived there.

Such a man is J. M. Diven, assistant sales manager of the Simmons Hardware Co., St. Louis.

Now, the Simmons Hardware Company have many men of the type of Mr. Diven, and he himself would be the last in the world to claim for himself any special attributes not possessed by hundreds of successful hardware men the country over.

But this month we are using him as a type, for while he is willing to talk about business, when it comes to personal matters you need more than the proverbial corkscrew to extract information.

But the Hardware World has resources in matters of this kind of which Mr. Diven probably did not dream, and we are going to tell a little of his early life and ambitions, because we think it will serve as an incentive to other hardware clerks, that it may enthuse and inspire them to greater usefulness.

Mr. Diven recently completed twenty-one years' service with the Simmons Hardware Co., by far the greater part of which has been spent on the road, for in his boyhood that was his one ambition.

As a youth, left without a father's advice and care, his family and friends thought he would make a good hardware man, so at an early age he became a "cub" in a hardware store in Monroe City, Missouri.



J. M. DIVBIV
Assistant Sales Manager, Simmons
Hardware Combany

He could do a good job sweeping out, blacking the stove, carrying in wood in winter, opening boxes and crates, but his hands fairly itched when he could help unpack the stock and arrange it on the shelves.

In those days salesmen did not make as many calls as today, and the weekly or monthly arrival of a salesman was an event to which he looked forward.

This was a time when hardware clerks were not supposed to read trade papers, and he had to absorb information from circulars picked out of the waste box or from the conversation he overheard.

Today progressive hardware dealers realize one of the best ways of educating their clerks and salesmen is to place a copy of such a magazine as the Hardware World or other

good publications in their hands, and salesmen, with present day opportunities, develop several times as fast as they did twenty years ago.

times as fast as they did twenty years ago.

He soon learned that the Simmons Hardware Co. salesman who called represented one of the big hardware institutions of the country, and he managed to overhear bits of conversation and learn just what was being ordered. When the salesmen had left and the store closed after hours he would open the big catalog, read the descriptions and longingly turn the pages, wondering if the time would come when he had such a job.

The desire to be a traveling salesman was always uppermost. What a splendid business it was—walk leisurely into the store, take out your big catalog, write up orders, stop at the best hotel, smoke a fine cigar after supper and travel on to the next town—surely this was an easy job.

One day a salesman suggested that the Simmons Hardware Co., the very institution upon which he had always looked with awe and wonder, was on the lookout for bright boys.

It didn't take him long to decide to go to St. Louis and "get a job." He was more successful than he anticipated, and began as copy clerk at \$20.00 per month.

Now that he had a position in a big city, he felt the importance of his work as copy

clerk, and rose to the dignity of the occasion, as every ambitious boy should.

He worked diligently, but was impatient to go on the road and never hesitated to send notes to the "boss" to let him know that was his chief desire.

Finally, when he had reached the age of 21, he was sent out as a "helper" to one of the older traveling men.

A "helper" has the "privilege" of carrying the catalog, opening the cutlery roll, and occasionally, if he is an apt pupil, is sent to a few of the nearby villages where the "regular" traveling man hardly thought it worth while to go often. He began to take a few orders—big ones they seemed to him—and his knowledge increased as his territory widened.

He felt he was developing rapidly into a "full fledged" traveling salesman. All the time he was studying, absorbing, reading what trade papers he could pick up, was an attentive listener, trying to become informed on everything that would have any bearing on his work.

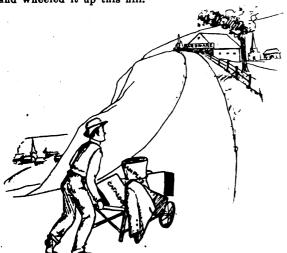
The Portion of a Salesman's Life

Two or three experiences will serve as an illustration of the kind of "metal" he has in him.

On one of his earlier trips he went to a town where his house had no customers. He called on the only hardware dealer in the town and made an appointment to see him. At another town a mile and a half away, up one of Missouri's steep hills, was a customer, and of course he must not overlook him.

He tramped up this long hill, made an appointment

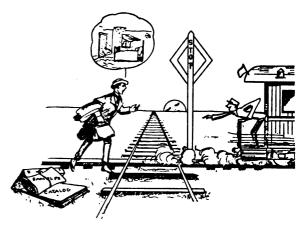
He tramped up this long hill, made an appointment with his hill customer to see him after supper, went back again to his prospective customer in the lower town, whom he sold. After supper he hired a wheelbarrow, on which he could load his catalogs and samples and wheeled it up this hill.



When a salesman will load his samples, catalog, etc., on a wheelbarrow and push it up a long hill in going from one town to another, working until midnight—that tells the story of the "stuff" which is in him.

He stayed with his "hill" customer until after eleven, finished the order, then wheeled his catalog and samples back to the lower town.

Fired with an ambition to do his best, he allowed no obstacles to stand in the way.



Tramping out to the intersection of where two railways cross with heavy grips, and then have the train go by without stopping, spending the night in some abandoned rancher's cabin, with the thermometer way below zero—well the man who does these things is bound to get ahead.

Another time, when traveling in Colorado, where trains were few and far between, two small towns he wanted to make were seven miles apart.

He felt the importance of saving time and getting over his territory quickly as possible. When he finished with one customer at what was known as a "watering tank town," he used a "tie ticket" these seven miles, carrying a heavy catalog, samples and suitcase containing his personal belongings, only to be disappointed by the second prospect. Seven miles loaded down as he was, was equal to thirty or forty miles ordinary walking. Nevertheless he was not discouraged. If he had made mistakes he would profit by them.

He has had the usual experience of finishing his work in one small town where trains do not stop, walking several miles to where two railroads cross in the expectation of getting on a train. Several times, however, the engineer "forgot to stop" and he was left stranded miles from "nowhere."

On such occasions he made the best of sleeping out, or going to an old ranch or corral, where even a decent bedbug would refuse to spend the night.

Now Sales Manager for Western Division

Mr. Diven, having spent so many years as traveling salesman, was placed in charge of their western territory, embracing Montana, Idaho, Wyoming, Utah, Oregon, Washington, California. With such experience as he has had he considers the salesmen under his jurisdiction as co-workers. Nothing is more distasteful than to be regarded as a "boss" in any sense, but rather as a co-worker for the good of the institution and their customers.

Through many years of service, he knows the experience, obstacles and difficulties with which the salesman has to contend.

He recently completed a trip of the far West, accompanied by Mrs. Diven, who is also proud to be known as a Monroe County girl.

The HARDWARE WORLD is glad of the opportunity

The HARDWARE WORLD is glad of the opportunity of telling these instances in a salesman's life, which could be multiplied many times, for they serve as an index to Mr. Diven's character. They should prove an incentive to younger hardware clerks and salesmen, who are coming on, and who must realize that before a man can sit at a "roll top desk" and direct other men, he must have that knowledge which can only come through years of experience and hard work.

There is always a place waiting for the man who makes good, and "where there is a will, there is always a way."

Non-War Construction

To All Manufacturers, Jobbers, Distributors, Dealers and Consumers of Building Materials:

S far back as March 21, 1918, the following resolution was unanimously adopted and given wide publicity by the War Industries Board:

Whereas, it has come to the notice of this Board that new industrial corporations are being organized in different sections of the United States for the erection of industrial plants which cannot be utilized in the prosecution of the war: and

the prosecution of the war; and
Whereas, plans are being considered by certain
states, counties, cities and towns for the construction
of public buildings and other improvements which will

not contribute toward winning the war; and
Whereas, the carrying forward of these activities
will involve the utilization of labor, materials, and
capital urgently required for war purposes: Now,

therefore, be it

Resolved by the War Industries Board, that in the public interest all new undertakings not essential to and not contributing directly or indirectly toward winning the war, which involve the utilization of labor, material and capital required in the production, supply, or distribution of direct or indirect war needs will be discouraged, notwithstanding they may be of local importance and of a character which should in normal times meet with every encouragement; and be it further

Resolved, That in fairness to those interested therein notice is hereby given that this board will withhold from such projects priority assistance, without which new construction of the character mentioned will frequently be found impracticable, and that this notice shall be given wide publicity, that all parties interested in such undertakings may be fully apprised of the difficulties and delays to which they will be subjected and embark upon them at their peril.

Since that time the manufacturers of the principal building materials, including paving brick, face brick, common brick, hollow tile, cement and lime, have agreed to cooperate with the War Industries Board in carrying into effect the spirit of the foregoing resolution, and the individual manufacturers have signed and filed with the Priorities Division pledges

in writing substantially as follows:

The undersigned hereby pledges itself not to use, nor so far as lies within its power permit to be used, any products of its manufacture now in, or which may hereafter come into, its possession or control, save (a) for essential uses as that term has been or may be defined or applied from time to time by the Priorities Division of the War Industries Board, or (b) under permits in writing signed by or under authority of such Priorities Division; that it will make no sale or delivery of such products to any customer for resale until such customer has filed with it a similar pledge in writing, and that it will use its utmost endeavor to insure that its products shall be distributed solely for essential uses.

Similar pledges are exacted by manufacturers from their customers who purchase for resale.

That all interested in the manufacture and sale of building materials, as well as those interested in building projects of every character, may have a clear definition of or a ready means of ascertaining the uses to which such materials may be put, and be advised of building projects which may be prosecuted during the war with the approval of the War Industries Board, this circular is issued.

Structures, roads, or other construction projects falling within the following classifications are hereby

approved, and no permits or licenses will be required therefor:

- (1) After having first been cleared and approved by the War Industries Board, those undertaken directly by or under contract with the War Department or the Navy Department of the United States or the United States Shipping Board Emergency Fleet Corporation, the Bureau of Industrial Housing and Transportation of the United States Department of Labor, or the United States Housing Corporation.
- (2) Repairs of or extensions to existing buildings involving in the aggregate a cost not exceeding twenty-five hundred dollars (\$2,500).
- (3) Roadways, buildings and other structures undertaken by or under contract with the United States Railroad Administration or a railroad operated by such administration.
- (4) Those directly connected with mines producing coal, metals and ferro-alloy minerals; and
- (5) Public highway improvements and street pavements when expressly approved in writing by the United States Highways Council.

No building project not falling within one of the foregoing classes shall be undertaken without a permit in writing issued by or under the authority of the Chief of the Non-war Construction Section of the Priorities Division of the War Industries Board.

Should one contemplating building conceive his proposed project to be in the public interest or of such essentiality that under existing conditions it should not be deferred, then he will make a full statement of the facts in writing, under oath, and present same to the local representative of the Council of National Defense, applying to such representative for his approval of the proposed construction. Should such local representative approve the construction project, he will promptly transmit the application, stating clearly and fully his reason for approving same, to the Chairman of the State Council of Defense, for his consideration. It approved by the latter, he will transmit it to the Chief of the Non-War Construction Section of the Priorities Division of the War Industries Board, Washington, D. C., for consideration, if need be further investigation, and final decision. Should the application be finally approved by the Priorities Division a construction permit will issue which will constitute a warrant to manufacturers and dealers who have taken the pledges of cooperation above mentioned to sell and deliver building materials required in the construction of the licensed building project.

While it is not the policy of the Government to unnecessarily interfere with any legitimate business, industry or construction project, it must be borne in mind that there is an imperative and constantly increasing demand for labor, material and capital for the production and distribution of direct and indirect war needs, to satisfy which much non-war construction must be deferred. A full realization of this fact by all loyal and patriotic citizens, including state and municipal authorities, is all that is required to postpone such construction activities as interfere with the war program. The state and local representatives of the Council of National Defense are with confidence depended upon to fully acquaint the whole people of these United States with the pressing need for the most rigid economy, measured not only in terms of dollars, but in terms of labor, materials and transportation service. The construction projects which must now be deferred may be undertaken when we shall have won the war and will then furnish employment to the returning artisan now on the battle front as well as

(Continued on page 94)

"No, we've nothing to sell. We're loaded to the limit with war work."

But what have you to maintain?

How often we hear that phrase nowadays.

And it's true in a sense—many manufacturers literally have nothing to SELL.

But think what they have to MAINTAIN.

Those manufacturers are not scattering to the four winds the organizations they built up in peace times—not if they can help it.

They are thinking of the day when the biggest news of all time breaks—peace!

And they want to jump in quick, hard, militantly into the industrial struggle which patriotism bade them abandon.

To this end, the machine tools and fixtures of industry are stored and kept well oiled, whether those tools be men or metal.

But the foresight of some men is limited to four walls. They fail to see that anything can be replaced except a LOST MARKET.

A hundred men can produce to one that can sell as well as produce.

If you have nothing to sell, you have all the more to maintain—YOUR PERMANENT MARKET.

Advertising will do it. And at a tithe the cost of developing a new one.

Open an account headed "Market Maintenance." It's part of your costs whether you figure it now or later.

You may juggle your books, but you can't escape costs.

Salesmanship and Success

SIZING up a Customer," which appeared in a recent issue of a magazine, has brought me numerous interesting letters, together with all sorts of questions. I am going to quote in its entirety the letter of a New York retail salesman. First of all, this letter contributes the best tip on salesmanship that anyone can give you; second, it asks a question which every thoughtful and ambitious salesman is continually submitting to himself: "How can I improve my approach?" writes William Maxwell in Collier's.

"Having read your article in this week's Collier's, I take advantage of the invitation you give to write to you, in order to tell you that I've found, through my own experience,

that what you say is very true.

"I've been a salesman in a retail store for the last five months. After about two months of my experience in this store I learned (using your expression) how to 'size up a customer.' Since then I practiced this 'sizing up' of customers found that I sold to 30 per cent of the customers that I handled. At first I thought this pretty good, but I finally began to think that the increase in percentage of sales did not keep step with the experience I was gaining all the time. I gave the matter so much thought that in the end I decided my system of reading a customer's character was not as good as it possibly could be. Trying to find different systems did not help, and in the end it struck me that there were only two systems, either to 'size him up' or not to (size him up). This was about three days previous to the reading of your article. Having tried the first way for the last few months, I decided to try the other, and, coupled with the determination to sell to every customer, I've found it working splendidly. Within the last three days I've sold to eight out of the nine customers that I waited on. One of these eight admitted afterward that he had only come into the store with the intention of pricing the article, and to two of the remaining seven, not having what they asked for, I sold entirely different articles. reading your article I thought it quite a coincidence to read about the things uppermost in my mind at the time, and I can't help expressing my admiration after reading it.

"There's one thing, though, which I don't understand, but would like to very much, and that is about developing a good approach. I would be very much obliged to you if you could in some way, so it can reach me (and I think it would interest many other readers of your articles), explain in detail

exactly what you mean."

This young man has mastered one of the most important truths of salesmanship. Speaking in an extremely broad sense, there are two systems of retail salesmanship. One is to "size up" each prospective customer and gauge your efforts accordingly; the other is to "size up" no one, but to do your utmost to sell everyone. The latter system gets the money in the long run. It took this young man only five months to discover that fact. I know of salesmen who have not learned as much in thirty years of sales experience.

He asks me to tell him how to develop a good approach. Approach is partly a salutation and partly an introduction of your goods in a way that will stimulate the interest of your prospect. As our New York friend has not told us what kind of goods he sells, it is necessary, in essaying an answer to his question, to speak chiefly of approach as a form of salutation, which, perhaps, is its most important aspect in those cases where the potential customer visits a store or sample room to look at goods.

The best approach a retail salesman can use, when an unknown visitor enters his store, consists of a pleasant smile and a courteous good morning, or good afternoon.

But many salesmen smirk when they think they are smiling, and others mistake servility for courtesy.

There must be sincerity in your manner. If you are a retail salesman—or saleswoman—you are not properly tuned up to your job until you regard every visitor to your store as a welcome guest and habitually endeavor to make all shoppers realize that fact by your reception of them.

You can't merely pretend to feel that way about the people who come to the store; you must actually feel it.

In my opinion, one of the first things a retail salesman should do is to develop the right mental attitude toward the customers of his store.

He should learn to think of them as friends, so that his greeting of each customer will instinctively be a genuinely friendly one. When you join a fraternal organization, you adopt toward its members a relationship based on the assumption of mutual tastes and interests. You feel at least a little closer to your lodge brethren than to the average member of the general public, and accordingly you put a little more friendliness into your salutation of a lodge brother.

Every prospective customer who enters your store should mean more to you in a material sense than any of your fellow lodge members. Your lodge may help bury you, if necessary, but the customers of your store are helping to

keep you alive and are offering you daily opportunities to improve your condition in life. The people who visit your store, even when they have no immediate intention of buying, are good friends of yours, although they may never have heard of you. Therefore you should think of them as friends, and you should greet them as friends.

How Do You Greet Your Friends?

I know a man who has scarcely any close friends, for the simple reason that he doesn't know how to say "How do you do." The way he says it makes that friendly salutation sound almost like an insult. He appears to grudge the words and the effort of uttering them. He is entirely unconscious of this fault, and I am sure he could easily correct it.

Have you a defect in the way you say "Good morning" to a prospective customer? Do you say it perfunctorily as a thing that has to be said, but doesn't mean anything? If so, your approach is bad, and it's up to you to put some real stuff into the words. I know a man who draws \$25,000 a year principally because he learned the right way to say "Good morning" and "Good afternoon." He would say it to J. P. Morgan in just the same way as he said it to Tony the bootblack. He wasn't afraid to say "Good morning" to Mr. Morgan, and he wasn't ashamed to say "Good morning" to Tony.

Smile Like a Dog.

Is your smile merely a muscular contortion, or do you make it mean something? Your eyes should smile. Do they? I wonder if you have a dog friend—a dog which really likes you? If you have, look at his eyes the next time he greets you, and you will know what I mean.

It would seem that anyone could learn to smile as well as a dog, but lots of people don't do it. A dog, however, has an advantage over human beings in that his heart is always right toward his friends.

He is almost never too busy, too tired, too hungry, or too ill to smile with his eyes at his friends. If we salesmen would cultivate that attitude toward all our customers, I am sure it would improve our approach.

I may not know you, and you may not know me, but if I say "Good morning" to you as if I really mean it, and smile at you as if I am truly glad to see you and intend to place myself entirely at your disposal, I am putting the emphasis on the you, where it always belongs in salesmanship.

It doesn't matter whether you are a millionaire or a chimney sweep, you will appreciate the fact that I am interested in you and anxious to do everything that I can for you. If I am a salesman and you come to my store, it would, of course, be unpardonable for me immediately to ask you what you want, just as it would be almost unforgiving in me to ask you that ques-

tion if you were my friend and called at my home to pay me a social visit.

Let me emphasize that the people who come to your store are your guests, and that they should be treated as guests. Don't ask a customer what he wants or what you can do for him.

Show by your greeting that you are at his service, give him a chance to tell you what he wants and then demonstrate by your cheerful alacrity that it is a real pleasure to you to get the article for him.

Customers Are Friends.

If you know a customer's name, you naturally have an advantage when you approach him. Do you try to remember names? Probably not; likely enough you are one of those who almost boast that they "can remember faces, but can't remember names."

If you don't remember names, it doesn't do you much good to remember faces. You can learn to remember names—a good many names at least. I am acquainted with a hotel clerk who became the proprietor of a large hotel because he cultivated the faculty of remembering names.

But suppose you don't know a customer's name, is there anything you should say or do except to smile and say good morning or good afternoon. That depends on you, your customer, and the kind of store in which you work. I know a small shopkeeper who, on a rainy day, will take a customer's umbrella, shake it carefully and return it in such a way that he seems to have performed a very useful service.

That, of course, would not work in a large store, but always there are ways of demonstrating your desire and readiness to be of service. If you are behind a counter, you can move something on the show case with an air which implies that everything has been dismissed from your thoughts except your desire to be of service to the customer who stands before you.

While you are performing this operation be sure to look at your customer, else he may think you are "tidying" up and neglecting him. Don't prolong the operation. It should be instantaneous and preferably while you are smiling and saying good morning or good afternoon.

If you are in a department where chairs are provided for customers, you should offer a chair to your prospectives customer, unless he manifests great haste. Most salesmen seem to take it for granted that people know what chairs are for and that it is not necessary to offer a particular chair when plenty are in sight. Here again we must remember that a customer is a guest and that the good host offers a particular seat to his guest and may even recommend its comfort.

It is needless for me to go on multiplying examples of how to develop effective touches of hospitable courtesy in your approach of visitors to your store. You can do the thing easily enough, if you feel real friendliness for the customers.

"You're Just in Time."

I am moved to touch on one very common fault of retail salesmen and saleswomen. The average salesman, if waiting on one customer, when a second approaches, seems disposed either to ignore the second customer entirely or else greet him in a way that makes the first customer feel that he is being hurried.

For such situations the salesman should have a smiling but silent salutation, to be followed later—when the first customer is disposed of—by the usual spoken salutation. Girls

are ordinarily better at this than men.

They can put more significance into a look or a nod than a man can—unless he happens to be an actor. I think this is probably due to the fact that girls and actors use their mirrors a good deal. Perhaps it wouldn't harm salesmen if they used their mirrors to see how they look when they nod and smile.

When the customer comes to the salesman it is not always necessary that the approach be more than an effective salutation, but usually it is desirable to make some comment about the goods the very instant the shopper has told you what kind of articles he desires to inspect.

This comment should make him feel that his visit has been well timed, or that his inquiry denotes discrimination, or that you have something out of the ordinary to show him. For example, such remarks as these, when truthful and appropriate, help to round out your approach:

"You're just in time; there's still a good selection, but they're going fast," or "We've just received a brand-new lot," or "Those are wonderful goods, aren't they?" or "I think I have a pleasant surprise in store for you; let us

see if I haven't."

When the salesman goes to his prospective customer, as distinguished from his customer coming to him, it is absolutely necessary that his approach, in addition to embodying the essentials of a good salutation, should also intrigue the interest of the customer in the salesman's firm, or goods—or both.

How Not to Do It.

I am indebted to a gentleman from Elkhart. Ind., for an excellent example of the approach a traveling salesman should not use. I quote his letter entire:

"I have never had any experience in salesmanship, but as my regular occupation is likely to come to an end owing to war conditions, and as I am thinking of taking up the position of a traveling salesman. I can appreciate the importance of a good approach and think it would be very helpful if you would give me a few specimen dialogues, varied to suit dif-

ferent kinds of merchandise and prospective buyers. My idea of it is something like this:

Traveling Salesman (to clerk)—Good morning: I should like to see the proprietor.

Clerk—That's him over by the desk.

T. S. (to hardware merchant, a stocky-looking fellow in shirt sleeves)—Good morning, Mr. ———, I am representing ———. We carry all lines of goods of such and such nature. If you are not too busy, I should like to show you a few of the special things we have.

H. M.—Well, let's see what you have got.
 T. S.—We have been selling a good many

of these lately.

H. M.—Got a gross of them on the shelf—no call for them at all.

T. S.—Well, it is sometimes hard to introduce them at first. Now, here is another tool. It does——

H. M.—We have very little call for anything

except the regular staple lines.

T. S.—We carry everything. We know your rating, Mr. ———, and we would like to do a little business with you. You must be always wanting ———. If you could give us a trial order, I am sure it won't be our fault if we can't satisfy you, etc., etc.

"I have no doubt that with your experience you could give a better line of talk than the above, and it would be interesting to have some samples of the kind of rejoinders best calculated to overcome the nothing-doing attitude which is, I suppose, the greatest difficulty to be anticipated."

Try This.

In the first place, it is a mistake to treat a clerk as if he were an office boy. When you enter a small store, such as our Elkhart reader evidently had in mind, and you are approached by a clerk, engage him in conversation and try to make a friend of him.

On your way back to the boss's desk endeavor to leave a trail of friends and, incidentally, gather some useful information as you go. In a big store, if there is no house rule or prejudice against the practice, pay your respects to the sales people in the department where your class of goods is sold before you go to the buyer's office.

The information you gain from the sales people may enable you to avoid the catastrophe of offering as your attention getter a type of merchandise on which the buyer is already over-

stocked.

Don't start in by telling him about your house. Smile, shake hands, and say something pleasant; then hand him the article you have selected to use in making your approach. Be sure to get him to take and hold the thing in his hands. Then say to him something like this: "What do you think of that! Isn't that a peach! You know how to sell a good thing; we know how to make it. Is there any reason why

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your sales force couldn't make a killing with that piece of goods?"

Keep after the buyer with this last question until a sense of pride makes him admit—or assert—that his sales people could sell the article if he wanted them to do so. When he has admitted that much, you have an opening.

I believe that the philosophy of this character of approach will be clear to any salesman, and I am sure the Elkhart gentleman will have no difficulty in adapting it to whatever line of goods he undertakes to sell. Here's hoping that he may have much success.

When asked what the national air of the United States was, a little French girl "over there" promptly answered, "Hail, Hail—the Gang's All Here."

COMING CONVENTIONS

Mountain States Hardware & Implement Association Convention—Denver, Colo., January 21, 22, 23, 1919.

Indiana Retail Hardware Association Convention and Exhibition—Indianapolis, January 28, 29, 30, 31, 1919. M. L. Corey, secretary, Argos.

1919. M. L. Corey, secretary, Argos.
Missouri Retail Hardware Association Convention and Exhibition—St. Joseph, February 4, 5, 6, 1919.
F. X. Becherer, secretary, 5136 North Broadway, St. Louis

Wisconsin Retail Hardware Association Convention and Exhibition—Milwaukee, February 5, 6, 7, 1919. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition—The Coliseum, Des Moines, February 11, 12, 13, 14, 1919. A. R. Sale, secretary, Mason City. Pennsylvania and Atlantic Seaboard Hardware As-

Pennsylvania and Atlantic Seaboard Hardware Association Convention and Exhibition—Pittsburgh, February 11, 12, 13 and 14, 1919. Sharon E. Jones, secretary, Fulton Bldg., Pittsburg, Pa., after September 1.

Michigan Retail Hardware Association Convention

Michigan Retail Hardware Association Convention and Exhibition—Kalamazoo, February 11, 12, 13, 14, 1919. Arthur J. Scott, secretary, Marine City. J. Charles Ross, manager of exhibits, Kalamazoo. North Dakota Retail Hardware Association Con-

vention—February 12, 13, 14, 1919. Place to be decided on later. C. H. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention— Chicago, February 17, 18, 19, 20, 1919. Headquarters, Hotel Sherman. Leon D. Nish, secretary, Elgin. Minnesota Retail Hardware Association Conven-

Minnesota Retail Hardware Association Convention—St. Paul Auditorium, St. Paul, February 18, 19, 20, 21, 1919. H. O. Roberts, secretary, 1032 Metropolitan Life Building, Minneapolis.

Ohio Hardware Association Convention and Exhibition—Columbus, February 18, 19, 20, 21, 1919. James B. Carson, secretary, Dayton.

James B. Carson, secretary, Dayton.

Nebraska Retail Hardware Association Convention—Omaha, February 3, 4, 5, 6, 1919. Nathan Roberts, secretary, Lincoln.

Secretary Lucas, of the Pacific Northwest Hardware & Implement Association, advises us that the date for the 14th annual convention at Spokane will be Japunery 15th 16th and 17th

January 15th, 16th and 17th.

Mountain States Hardware and Implement Association Convention and Exhibition—Brown Palace Hotel, Denver, Colo., January 21, 22, 23, 1919. W. W. McAllister, secretary, Boulder, Colo.

Oklahoma Hardware and Implement Association Convention, Oklahoma City, December 10, 11, 12, 1918. W. B. Porch, secretary, 204 Indiana Building, Oklahoma City.

LIBERTY'S CALL

(By E. J. Blount)

(Mr. Blount is a popular representative of Holly Mason Hardware Co.)

Out in the Field of God's Acres Down in the muck and the mire; Fighting their Battle for Freedom With Hearts and Brains all afire.

"Over the Top" in the darkness Crawling, and waiting to crawl; Giving their all for their Country Answering "Liberty's Call."

Lads from the Office and Warehouse Men from the Plain and the Mine; All with one thought united Holding the Western Line

Women and Men from the Far Lands Wearing the "Cross of Red;" Bringing in those who are wounded Laying to rest the Dead.

Tommies, Poilus and Belgians Italians (and thank God) the Yanks; Giving 'em Hell from the Trenches And worse than Hell from the "Tanks."

Bombs, Machine Guns and Shrapnel Raining a hail of lead; Hand to Hand fighting with Bayonets Piling up mountains of Dead.

Aircraft fighting above them Bombing the "Boche" below; Signalling back to the Trenches Telling them where to go.

Destroyers out on the Ocean Watching for the Submarines; Warships guarding the Coast Lines With Guns and Eyes that are keen.

All of them fighting for Freedom Striking for Home and for Hearth; Keeping us safe in our homeland Making more easy our path.

Brave Hearts that give up their Life Blood Giving up all, that we live; Free from the Curse of Germany WHAT ARE YOU GOING TO GIVE?

Will you be less free with your money Than they who gave their life's Breath; And wrote with their Blood on "Liberty's Bond".

"Paid for in Full"—by Death.

A newly married man gets back to his lodge by degrees.

NOTICE To Roofing Dealers!

By special request we are extending the closing date of our WINDOW CONTEST to November 30th. This gives you four weeks more in which to plan and insert window displays of Pioneer Roofing in contest with other dealers for the \$50 Liberty Bond as first prize; \$25 War Savings Stamps as second prize; \$10 Thrift Stamps as third prize.

\$50 Liberty Bond

For Best Window Display of Pioneer Roofing

If you haven't already sent in your photos of window displays—please do so at once. If you haven't put in a window yet—you now have until the 30th of November to do so. But—don't put it off. Now is the time for you to awaken interest in roofing by a good live window—and you get a chance at the prizes mentioned as well.

Write us for Details and Window Display Matter

PIONEER PAPER COMPANY

Manufacturers of Pioneer Roofing and Building Felts

247-251 South Los Angeles Street, Los Angeles, California

HELP DEALERS MEET REQUESTS OF GOVERNMENT

Merchants today are facing business conditions that are without precedent, as a result of the war. No business can be successfully carried on along the old lines. It must be adjusted to meet existing conditions.

The merchants of the United States have for the last few months been facing the same conditions and struggling to solve the same vital problems that have been met and overcome by the merchants of Canada and England in the last four years.

The Commercial Economy Board asks the stores of this country to conserve man power, materials and money, and to stop waste wherever it may be found. The things the Government asks the stores to save and stop are the products of old, slow, wasteful methods. They are the very things that the English and Canadian Governments asked the merchants of their countries to stop four years ago.

Merchandise, overhead, operating expenses have gone up and will increase still further. In order to maintain normal profits, it is necessary to cut down expenses as far as possible, stop losses, avoid lost motion, eliminate waste, and work faster. No store can hold on to the old, worn-out methods and operate at the speed that is required by the present day conditions.

The war has called thousands of trained help out of the stores—the new help is untrained. At the very time that the Government is spending billions of dollars and everybody has work and money so that business is unusually good, merchants have not enough trained help to handle their trade.

That is the present problem of the merchant. How can he carry on business more efficiently than ever before, meet bigger business with less help, and avoid all waste? On the way he solves this problem depends not only the extent to which he will benefit by the coming time of general prosperity, but whether or not he can with justice feel that he is doing all in his power to help win the war.

This matter is of vital importance to the merchant. He owes it to himself as well as to his country to make certain that neither his time, goods, nor money are wasted. If he is to actively co-operate with our Government in this crisis and at the same time benefit himself, he must conserve labor, eliminate waste, and speed up his business. He can only achieve these results by having a more efficient system than he has heretofore used.

There are two ways of learning, by experience and by observation. The least expensive way is to profit by the experience of others. The merchants of Canada and England found but one solution to this problem. That same solution has been found by progressive merchants of America. That is, labor saving machinery to do the work of human hands. But labor-saving machinery to do the work of human hands in a store must be able to do automatically a good many things that require both physical and mental effort on the part of clerks.

The Cash Register answers the requirements. Many merchants have stated that only through the use of cash registers were they able to continue to do business at a profit. Stores that have cash register equipment have found it easier to meet the requests of the Government.

With cash registers the clerk-wrap plan can be followed by department stores. This largely does away with the need of cashiers and wrappers. The register enables clerks to make more sales. It reduces deliveries. It helps to increase business without increasing the operating force. It makes every motion count and speeds up the whole organization. It makes it possible for the stores to operate with fewer clerks. It gives quick service, which increase "Takes" and decreases deliveries. It saves clerical supplies and delivery supplies. It cuts down clerical work.

Cash Registers do almost everything in their particular line except talk. They help to make first class clerks out of poor ones. They are so simple to operate that even an inexperienced clerk can make correct records by simply pressing the keys. The registers show how much business the clerks do, how many people they serve, and how big their sales are. They not only make clerks quick, careful, and reliable, but they are themselves mechanical clerks. They enable stores to operate with less help, handle a greater rush of business and yet give good quick service.

The clerks have fewer steps to take; they do not have so much writing to do; they can make two sales where before they made one. These are some of the reasons why merchants who are anxious to comply with the Government's request to conserve man power, materials and money and to stop waste, have found their greatest assistance in cash registers.

TWO NUISANCES

The bird
Who is always
Borrowing our money
Is almost as great
A nuisance
As the fellow
Who never has
Any to lend.

One rookie to another at a cantonment:

"Where do you bathe?"

"In the spring."

[&]quot;I didn't ask you when, I asked you where!"



WHERE 5,530,444 AUTOS OF U.S. ARE

New York	422,853
Ohio	415,969
Illinois	362,742
California	355,180
Iowa	325,000
Pennsylvania	324,184
Michigan	236,981
Indiana	207,381
Texas	198,369
Minnesota	188,709
Kansas	185,000
Wisconsin	182,700
Missouri	164,790
Nebraska	159,500
Massachusetts	156,798
New Jersey	124,519
Washington	109,722
Oklahoma	91,700
Georgia	89,481
Connecticut	75,900
South Dakota	71,800
Colorado	71,600
North Dakota	68,824
Virginia	65,000
North Carolina	61,946
Maryland	61,012
Kentucky	57,54 3
Oregon	57,066
Tennessee	51,900
South Carolina	47,950
Montana	46,865
Alabama	44,859
Florida	42,846
Arkansas	39,000
Maine	38,439
Louisiana	37,600
Mississippi	37,5 00
District of Columbia	36,96 9
West Virginia	34,371
Idaho	27,810
Rhode Island	26,899
Utah	26,850
New Hampshire	21,230
Arizona	21.180
Vermont	19,765
New Mexico	15,745
Wyoming	14,150
Delaware	11,129
Nevada	7,625
•	

Total5,530,444

These five million cars, since no new ones are being manufactured, will require more tires, more spark plugs, more accessories and more distributions at the hands of the merchants of their community than ever before.

Are you going to cash in on this business which is already at your very door?

If you itch for more business it is up to you to do some lively scratching.

WANTED-A STENOGRAPHER

WANTED—First-class, high-class stenographer. Salary no object. This stenographer must get it as fast as I can talk—and get it right—must be absolutely accurate—and must have human intelligence. If you are not a cracker-jack, don't bother me.

ANSWER—I note your requirements as aired in the evening sheet, and hasten to make inquiry as to this strenuous business that takes such an extraordinary stenographer. Your advertisement appeals to me strongly—stronger than prepared mustard, as I have searched Europe, Airope, and Irope and the states in quest of some one who could use my talents to the best advantage.

When it comes to this chin music proposition, I have never found a man, woman, or dictaphone who could get to first base with me, either fancy catch, or catch as catch can. I write shorthand so fast that I have to use a specially prepared pencil with a platinum point, and a water cooling equipment that I have had constructed at an exhorbitant expense, a note pad made of asbestos composition, covered with human hide, ruled with sulphuric acid, and stitched with cat-gut.

I use the K-W ignition, single vibrator exclusively, and will guarantee to deliver my rated HP under either the A. L. A. M. or S. A. E. standard. I have been passed by the National Board of Censorship, and am guaranteed under the Pure Food and Drug Act of June 30th, 1916. I run with my cutout open at all speeds, and am in fact, a guaranteed double-copper, riveted seamless, hand-buffed, hydraulically welded, drop forged and oil tempered specimen of human lightning on a 450 frame ground to one thousandth of an inch. At hot air juggling you have nothing on me.

If you wish to avail yourself of the opportunity of a life-time wire me, but unless you are prepared financially and physically, to pay me the tariff for my services, don't bother me, as I am so nervous that I cannot have a tailor measure me for a suit of clothes. Spare your time and money unless you want to pay at least seven dollars a week in cash, or its equivalent, and no cuspidors to empty.

Yours with 80 lbs. compression.

Occasionally the shop-lifter finds it difficult to take things easy.

THE ONE PAPER MERCHANTS READ
We receive quite a number of trade papers,
some of which are hardly read, but we want to
tell you that we look into the HARDWARE WORLD
with pleasure, and protit by it very much, so
much so that we expect to note it even closer
during 1918. We enclose our check covering three
years' subscription.

HUTCHINGS HARDWARE CO.

Texas.

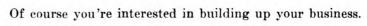






Let the Miller Plan Put New Blood in Your Business

If you, Mr. Hardware Dealer, are facing the problem of meeting extra overhead, Miller offers a satisfactory solution for the problem. The Miller plan gives you an opportunity to build up a new business through the growing demand for Miller Uniform Tires. Also to hold that business permanently because of the satisfied clientele the sale of Miller Tires makes.



The Miller plan tells you how you can procure the Miller agency in your town—the exclusive agency for Miller Uniform Tires. The market is never crowded with a tire that has less than 1 per cent adjustment.

The public knows the value of uniform tires and knows that

the true uniform tires are the Miller brand, "geared-to-the-road." Let us tell you about the Miller plan.

And there are also the Miller Accessories and Repair tubes to constitute a mighty good line, now that every tire is required to give its greatest possible mileage.

Write at once while the chance is open for the Miller Plan and learn of our Accessories and our Dealer Brand Sundries

THE MILLER RUBBER COMPANY

Dept. A-58, Akron, Ohio

Makers of Red and Gray Inner Tubes, the Team-Mates of Uniform Tires



NON-WAR CONSTRUCTION (Continued from page 84)

those who will then be released by strictly war industries.

Yours very truly,

EDWIN B. PARKER. Priorities Commissioner.

Approved:

BERNARD M. BARUCH,

Chairman War Industries Board.

Since the above was issued a new ruling has been made by the Priorities Division of the War Industries Board to the effect that all new construction for farm purposes only including the aggregate cost not exceeding \$1000 will not require a Federal license or permit.

This ruling will permit the erection of needed houses, barns, sheds, store houses, silos and other small

buildings which the average farmer seldom even considers erecting until they have become absolutely necessary.

List of Commodities Sold Only for Essential Purposes According to the Strict Letter of the Priorities Committee, War Industries Board:

Bolts of all kinds. Lag screws. Washers. Nuts of all kinds

Brass and Copper Sheets. Brass and Copper Tubing.

Brass and Copper Rods, Bars and Angles.

Bessemer Rod, Rex Steel.

Iron and Steel Products, including Bars, Plates and Sheets.

Tubular Goods, including Pipe and Boiler Tubes. Wire Products

Steel Split Pulleys.

Automobile Springs. Weed Skid Chains, Cross Chains, Truck Chains.

Galvanized Hardware Cloth.

Customers must sign a "pledge card" and have it on file with the proper party in our establishment, stating they will police the use of these materials; and also on each order you take personally, there must appear a notation what these items are to be used for.

COMPRESSING THE ALPHABET

When the following sentence for forty-eight letters first appeared, it was regarded as the shortest in the English language capable of containing all the letters of the alphabet.

John P. Brady gave me a black walnut box

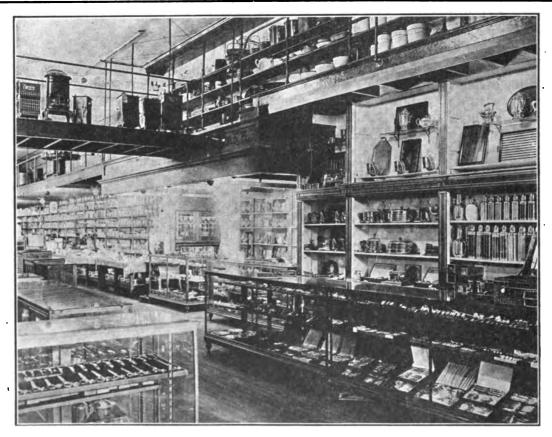
of quite a small size.

But this was improved upon by a sentence of 33 letters of the alphabet:

A quick brown fox jumps over the lazy dog. Another sentence of 33 letters is the following:

J. Gray pack with my box five dozen quills. With a change in construction this is reduced by one letter, making 32:

Pack with my box five dozen liquor jugs.



Here Is a Portion of the Attractive Establishment of the Cass-Smurr-Damerel Company, of Los Angeles. True, this section displays their silverware, cutlery, casseroles, Thermos bottles and other household goods, but they devote the same care in their Auto Accessory department, in which they do a large business. They are one of the most progressive and up-to-date institutions of the kind in the country.

Century-Plainfield TIRES Century-Plainfield

Highest quality rubber plus highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are merit tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

Be a Century-Plainfield User Be a Century-Plainfield Dealer

Some Good Territory Open Write for Dealers' Proposition

TERRITORIAL DESTRIBUTORS

BAKER, HAMILTON & PACIFIC CO. **BAN FRANCISCO**

J. B. WOOD TIRE CO.

R. M. WADE & CO.

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse 430 Golden Gate Avenue SAN FRANCISCO



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The Coinsurance Clause

It Means Equity to All Policyholders When Generally Used

EW business common-places are so often misunderstood as the Co-insurance or Reduced Rate Average Clause — and yet its beneficial character may be made clear by a few words of explanation.

In considering what the object of a Coinsurance or Reduced Rate Average Clause is, it is important to bear in mind two fundamental facts

First. Insurance is a tax—a tax levied to repair fire waste. In effect each policyholder pays his premium into a fund, which the fire insurance company distributes among such of them as suffer loss by fire. The tax is laid on all to protect those who suffer.

Second. Now, as insurance is a tax, it follows that it should be equitably assessed. There should be no discrimination between individuals owning risks of equal hazard, just as there should be no discrimination by a railroad between different shippers receiving identical service.

The modern and improved method of rating risks is to endeavor to make each individual risk contribute its equitable proportion of the total sum collected for loss payments by rating them under schedules, crediting each risk in detail with its own excellencies and charging it with its own deficiencies; thereby encouraging reduction of fire hazard by reducing rates and discouraging consumption of national wealth by fire by penalizing carelessness. But property owners should understand that without the coinsurance feature any such scientific system of schedule rating is impossible.

For instance a scientific rater makes, under a schedule, a rate of say 1% on a building worth \$100,000. This is upon the theory that the building will be insured for \$80,000, that it will produce a premium of \$800, and consequently be a loss-paying factor to that extent. Now, if the assured carries only \$40,000 insurance, the building will be a loss-paying factor of only \$400, and the insurance company, in providing a common fund for payment of losses to its policyholders, will, so far as this risk is concerned, be 50% out of the way in its calculation. This 50% must be made good by other policyholders if the stability of the company is to be maintained; consequently the average rate which they pay for their insurance must be proportionately increased.

If we suppose that there are twenty such buildings and that on each a different amount of insurance, from say \$25,000 up to \$80,000, is carried it will be readily seen that all calculations as to the rates become hopelessly vitiated. In other words, unless the rater knows what proportion of the value of each risk is to be

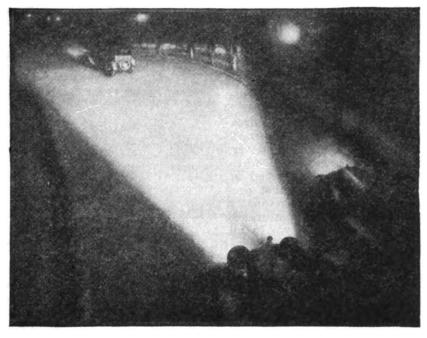
insured, his rate is purely a guess—not an accurate index or measure of hazard. A rate which is perfectly fair and equitable with a certain known percentage of value insured becomes at once inequitable—too high or too low—when a different percentage is insured.

A parallel exists in the finances of a city. Let us say a city contains property with a taxable value of \$100,000,000 and its municipal expenses per annum are \$1,000,000. If it lay a tax of 1% and if all property is assessed at its taxable value, its budget of expenses will be covered. If, however, one-half of the tax payers are permitted to reduce the valuation of their property 50% the city must make a tax levy of 1.33 1-3%.

Insurance is a tax proposition. The taxes of the government are to cover the expense of running the government. The tax by insurance companies is for the purpose of paying the fire loss. You cannot reduce the assessable values in either case without increasing the rate. In the case of insurance the rate must not only be increased, but the inevitable result is to place an unfair burden upon those property owners who, by carrying a proper amount of insurance, have contributed most liberally to the common fund.

It is a fact that in the fire insurance business on the continent of Europe and in the marine insurance business of the whole world, coinsurance is invariably the foundation stone of the indemnity contract; furthermore, if fire insurance were to be provided by the State or National government, as it is in Germany, there can be no doubt that an assessment would be levied against all property insured in precisely the same manner as all other taxes are levied; that is, upon the full assessable value of the property to be protected. In fact, that is the way the insurance tax is collected in Germany.

One of the largest—if not the largest property owner in the country is the United States Steel Company. That corporation, it is said, in the days when it carried fire insurance on its property, was unwilling to permit coinsurance clauses in its policies but when later on it discontinued fire insurance and created a fund for insuring its own properties it promptly adopted the principle of coinsurance by levying an annual assessment—or premium—on each piece of property, based on it full value. That is to say the rate which each piece of property pays to the insurance fund of the United States Steel Corporation is based upon an insurance equal to its full value. The corporation was compelled to adopt this method, for there was no other way by which the cost of insurance



Conaphores cause the light to pierce fog or dust without "back glare"

Photograph by L. A. Hillor

Why motorists need Noviol headlights

THERE are two main reasons why every motorist in your territory should equip his car with Noviol Conaphores.

First—Noviol Conaphores offer unique advantages, particularly necessary for fall driving. They eliminate the dangerous "back-glare" which blurs the driver's vision on foggy or dusty nights. They provide a light that is easy on the eye and easy for the eye to follow. Their Noviol tint flashes a sure "signal of safety" to oncoming motorists and pedestrians.

Second—They comply with the headlight laws of every state and community, by deflecting the glare rays, and distributing all of the light along the road for 500 feet and more.

To make motorists realize on the first count that they ought to have Conaphores, Conaphore advertising in national periodicals is driving these advantages home —converting meterists into prespects for year.

To make automobile drivers realize the need for Conaphores on the second count, however, is a different matter.



Smooth front surface. Easily closued.

Does not clos with dust or mud

What of the motorist who is careless about the law's requirements? To make a prospect out of him, it is necessary to show him that the headlight laws mean business. In fairness to other motorists who have adopted noglare devices, and in fairness to pedestrians, the headlight laws should be enforced.

The Conaphore dealer who gets behind the movement to enforce the headlight laws, who gets his automobile club to back their enforcement, is stimulating an increased demand for Conaphores—and at the same time he is doing his customers and his community a real service.

Retail Price List

		(1)	er par	r) 4	MOATOT	OTORI
		-	-	•	Glass	Glass
5	to	6 %	inches	incl.	\$2.40	\$1.60
7	to	81/2	inches	incl.	8.50	2.50
8 %	to	10	inches	incl.	4.50	8.00
10 1/8	to	111/4	inches	incl.	6.00	4.00
Price	в 2	5 cen	ts mor	e per	Dair	west of
						y steps
			above			

CONOPHORE SALES DIVISION EDWARD A. CASSIDY CO., MGRS.

Madison Avenue and 40th Street, New York City

NO GLARE RANGE 500 FT.



PIERCES FOG AND DUST

CORNING GLASS WORKS - WORLD'S LARGEST MANUFACTURERS OF TECHNICAL GLASS

could have been fairly distributed among the different properties.

Remember, the coinsurance clause has no effect whatever upon the amount due to the assured in the event of loss, whether such loss be large or small, provided the amount of insurance carried by him equals or exceeds the percentage of the whole value of the property insured which the coinsurance clause requires. So far as the settlement of losses is concerned, the coinsurance clause is of no effect whatever. no matter how little insurance is carried, when the insured property is totally destroyed or when the damage equals or exceeds that percentage of the total value of the property insured which is mentioned in the coinsurance clause forming a part of the policy. In all such cases the assured will be entitled to receive exactly the same amount as though his policy did not contain a coinsurance clause. coinsurance clause, therefore, becomes a factor only when there is a partial loss, which destroys a smaller percentage of the value of the property insured than that indicated in the coinsurance clause.

That is, when the 80% coinsurance clause is used, as is commonly the case, it becomes operative in the settlement of losses only when the amount of loss is less than 80% of the value of the property insured and even then only in case the amount of insurance carried is less than 80% of the value of the property. In the case of losses which destroy more than 80% of the value, the clause would not in any way effect the loss settlement of the amount to be paid to the property owner. For this reason the coinsurance clause is seldom a factor in loss settlements in the case of properties which are not under fire protection, since such properties are usually totally destroyed when once on fire.

Property owners sometime object to the use of the coinsurance or percentage liability clause because in the case of partial losses it puts a penalty upon those insurers who fail to maintain the agreed amount of insurance, but from the foregoing it is evident that the rate was predicted upon a certain percentage of insurance as compared with the value of and therefore if the assured fails to keep up that amount of insurance it is not unfair for him to be penalized for his failure so to do.

EXAMPLE NO. 1 80% Coinsurance Clause

Value of property\$	10,000						
Insurance carried	6,000						
	8,000						
	2,000						
Amount of loss	6,000						
Apportionment							
Company's proportion, 6.8 or	4,500						
Assured's proportion, 2-8 or	1,500						
-							

100% Coinsurance Clause
Value of property\$10,000
Insurance carried 8,000
Insurance required 10,000
Deficiency 2,000
Amount of loss 8,000
Apportionment.
Company's proportion, 8-10 or \$ 6,400
Assured's proportion, 2-10 or
\$ 8,000
EXAMPLE NO. 2
Value of property\$10,000
Insurance carried
Insurance required
Loss 5,000
Company pays 5,000

1000 Columnana Claus

TRAPSHOOTERS TO HAVE A NATIONAL ORGANIZATION

There are in the United States today thousands interested in the sport of trapshooting. They are a representative body of sportsmen who are intensely enthusiastic over this keenest of outdoor recreation, and deserve all the

support that can be given them.

In the past they have had no organization to compare with the big national golf, tennis and athletics associations. The Interstate Trapshooting Association has, it is true, met with much success in the supervision of national shooting tournaments and sectional competition, but it has not been the means of giving the amateur body its rightful position in the control of the national organization of the sport, or developing interest in trapshooting among beginners and prospective shooters.

The Development Department of the Interstate Trapshooting Association, Marbridge Building, New York, which has recently been formed to carry out this much needed work, deserves the support of every one who in any way comes into contact with the sport of trapshooting. Especially should it receive the active encouragement of every dealer, wholesale or retail, who furnishes shooting suppiles.

Trapshooting and its co-partner, the American Game Protective Association, have in the past afforded much material benefit for the trade, and these benefits will not only continue but will increase in ratio to the support given by the dealers throughout the country.

Under the plan of the Development Department of the Interstate Trapshooting Association, there are two classes of membership, Active Membership and Organization Membership. The Active Membership consists of amateurs and professionals, who are presented with an identification card. Charters or affiliation are granted to organizations such as gun clubs, country clubs, manufacturing institutions and jobbing firms. Individuals interested in trapshooting, through their connection with the trade, are eligible as Active Members. Firms in the trade are eligible for Organization Membership.



Buy War Savings Stamps and Liberty Loan Bonds

Digitized by Google

AUTO ACCESSORY BUSINESS WILL CONTINUE GOOD

From the letters we have received from various auto accessory manufacturers and jobbers, we believe the hardware dealer who is handling auto accessories has no reason to be "down hearted," or in any way despondent, but, on the other hand, he should take a decidedly optimistic view of the situation.

While the number of new cars to be manufactured will naturally be limited, there will be an increased demand for auto accessories, at least that is the view most of the accessory manufacturers are taking, for in order to keep cars up to date and provide the little improvements and refinements deemed necessary automobile accessories will be in even greater demand than ever before.

Bear in mind there are more than 5,000,000 auto vehicles in use in the United States, or an average of one to every twenty persons in the United States. In these cars 25,000,000 people, or one-fourth of the population may be transported 100 miles or more in a single day. The automobile fits into the big plan of transportation and is not confined to the uses of any particular trade, profession, business or class.

As a matter of fact, some time ago information was tabulated in classification by trade to conform with the census figures as to the various uses to which automobiles are put, and the result was somewhat surprising.

The motor car is indispensable to the farmer, helping him raise more products and get them to market. The isolation of the country is gone, and in its place has come educational and marketing advantages of the city and more content on the part of the families of the farmer.

The automobile is valuable to the business man, as everyone knows; it is necessary to the professional man, in fact, it is a part of the everyday life of every individual, no matter in what line he is engaged.

If a brute was ravaging your home and destroying your family, would you attempt to "negotiate" peace with him?

Don't permit the Socialists and I. W. W. and Bolsheviki to have a monoply of making "public sentiment." Business men have at least equal rights to express themselves and it is their duty to do so.

There is only one answer that can be given to a people whose life training has been to murder and destroy, only one answer they can understand; talk to them in the same language they speak, use the same methods they use.

"IF YOU DON'T ADD AUTO ACCESSORIES YOU ARE OVER-LOOKING AN OPPORTUNITY"

W. Hayfield & Son, who are enterprising general merchants in Washington, handling a line of general merchandise, which includes auto supplies, hardware, sporting goods, auto accessories, etc., tell us that any merchant who hasn't added auto accessories and supplies has missed his opportunity, for this business has grown tremendously within the last couple of years.

The dealer who has these lines to sell has service to give, bringing in many customers and adding to his daily sales in all lines.

When farmers come to town in their autos, as nine out of ten do in these days, they bring their families along. They stop at the store that is hardling auto accessories and their families stop there also. They know this is happening in their own town, as well as neighboring towns.

They believe that today offers a fine opportunity for the merchants to get on nearly a cash basis.

Mr. Hayfield tells us those who are not now on a cash basis will eventually be compelled to do so.

"CANNON BALL" BAKER TRAVELS ON UNITED STATES TIRES

For the fifth time in his career as a professional auto driver E. G. (Cannon Ball) Baker, of Indianapolis, is making a test tour which will touch every state capitol in the United States.

The trip began July 1st. Mr. Baker drives a Revere automobile equipped with United States Royal Cord Tires. Previous to this trip Mr. Baker had made four similar tours of the United States in Cadillac and Stutz cars. Those trips were made in four months, but at the rate he is now traveling he expects to finish the present tour in two and a half months.

The Cannon Ball left Indianapolis on July 1st and made a swing through Missouri, Nebraska and Kansas to the southwest. From there he left for the coast, whence he will proceed across the northern states to Main and back through New England states down to Frankfort, Kentucky, the last capitol on the journey.

Up to this time Mr. Baker reports no tire trouble, except from nail punctures. His greatest record as a driver was made last September, when he traveled from New York to California on a motorcycle in five days. He is accompanied on the trip by Freddie Garver, who keeps all records

Every event, every business crisis and every tight place has a valuable lesson for you and for me if we are wise enough, persistent enough and courageous enough to use it.



and sleet demand perfect brakes Go after relining business now and make the winter

months pay a profit

WET and wintry weather raises havoc with most brake linings. The water soaks into the lining, causing it to swell. Moisture causes the fabric of ordinary brake lining to break down and quickly wear out. It also causes brakes to grab, a source of annoyance and danger.

The brake lining for winter

Thermoid Brake Lining is particularly efficient for wet and wintry weather because it is practically impervious to moisture. All Thermoid Brake Lining is Grapnalized, an exclusive process which resists moisture, oil and gasoline. Scientific tests have shown that Thermoid absorbs only one-third as much moisture as ordinary woven brake lining.

Thermoid has two other special features which make it a trade builder.

1-Contains over 40% more material

Over 40% more material and 60% more labor is used in the manufacture of Thermoid Brake Lining than in any woven brake lining. This is why Thermoid gives such exceptionally long service.

Thermoid Brake Inspection Chart

At speed of A car should stop in					
10 miles per hr.			9.2	R.	
15	"	**	"	20.8	"
20		"	"	37	"
25		**	**	<i>5</i> 8	"
30	"	**	"	83.3	"
35	**	**	**	104	"
40	"	"	**	148	"
50	,	"	"	231	"

Will your car do this?

2—Hydraulic Compressed

Every square inch of Thermoid is compressed under 2000 lbs. of hydraulic pressure. This gives Thermoid the ideal coefficient of friction. It makes it uniformily hard all the way through, so it can be used until cardboard thin.

In November there is a real need for a brake lining that will resist moisture. Thermoid is the only brake lining that is Grapnalized to resist moisture. Write for suggestions showing how to increase relining business and make the winter months pay a profit. Back of every foot of Thermoid stands our guarantee: Thermoid will make good—or WE WILL.

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

Factory Branches New York Chicago San Francisco
Los Angeles Philadelphia Pittsburgh
London Paris Turin
Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited Montreal

Branches in all principal Canadian cities







Makers of "Thermoid Crolide Compound Casings" and "Thermoid Hardy Universal Joints"

EQUIP YOUR CAR

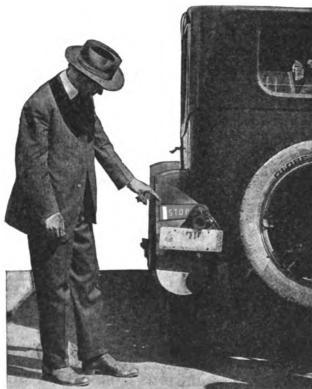
with a

COMER



SEMAPHORE UP

Automatic Auto-Stop Signal



Price, Complete, \$15.00

Headquarters Wonder Sales Co. Cleveland, Ohio

Pacific Coast Agents Hughson & Merton, Inc. 77 O'Farrell St., San Francisco Los Angeles Portland

DEALERS

GUARANTEE TIRE AND SUPPLY COMPANY.

1440 Van Ness Avenue, San Francisco

W. E. STREI COMPANY 2305 Broadway, Oakland

PLIMINATES the human equation in the problem of "signaling the man behind"-Requires not even thought or voluntary act. The instant you press the foot brake up comes the Red Semaphore. The word Stop is illuminated at night by a bulb inside the Semaphore. The Comer works by positive mechanical action and cannot fail.

> REMEMBER IT IS AUTOMATIC





Map Showing Official Auto Licenses by States



Since the above map was compiled a few months ago, the number or automobiles have materially increased. Especially is this true in the New England as well as in the Pacific Coast States. As an illustration of this, the number in the State of California alone has increased more than 50,000.

A "PEPTIMIST"

"An optimist is a man who believes that the seed he plants in his garden will grow and look as good as the pictures on the package."

"A pessimist stand beneath the tree of prosperity and growls when the fruit falls on his head."

"A 'peptimist' is the happy medium between these two.

"He doesn't believe, with the optimist, that the seeds will produce something equal to the picture on the package—but he does believe they will grow and bring some return for his labor.

"Should the fruit from the tree of prosperity fall on his head, he rubs the bump and grabs the fruit.

"When the weather reports say 'Fair and Warmer' he believes it—and carries his umbrella.

"Like the optimist, he sees the bright side of things, and goes ahead, but he also sees the dark side and prepares to meet it.

"And herein lies his success—looking not alone on the bright side, nor yet on the dark, but seeing both sides clearly—he weighs each situation carefully and is prepared."

EVERY MERCHANT SHOULD SEE THAT LAWS REGULATING HEADLIGHTS SHOULD BE ENFORCED

For the simple reason that it means safety, not only to you and your family, but to your friends as well.

You know how often the headlight laws are not enforced. The Noviol Conaphore is a headlight that does away with the glare and at the same time provides for the safety of the driver as well as the pedestrians.

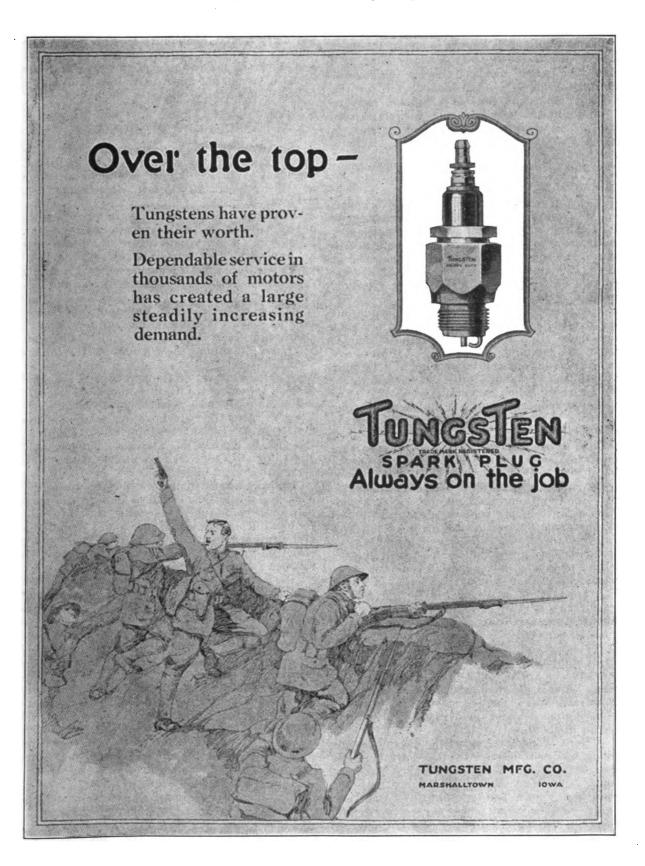
Try it on your own car, for practically all of our readers have cars of their own. Then you will be an enthusiast, and you can talk the advantages of the Conaphore Noviol headlights in a way that will make friends as well as business.

The Corning Glass Works, of Corning, N. Y., as well as their sales and jobbing distributors, will be glad to give you full information.

A remarkable man is one who does a remarkable thing and doesn't talk about it.

Think before you act is a good motto, but a lot of merchants think and then fail to act.





ADVICE FROM HAMP WILLIAMS

Hamp Williams is known as one of the most successful retail merchants in the country. For some time past he has been serving the government as Federal Food Administrator for the State of Arkansas, but he is not too busy to offer suggestions and advice to retail merchants, telling of the methods which he is using, which have proven most successful. Here is a letter the HARDWARE WORLD has just received from him:

"To Merchants:

"If you charge too much the Government will get you for profiteering; if you charge too little the Sheriff will get you-very much like the negro who said he preferred to be killed in a railroad wreck rather than be drowned at sea. 'If you are killed in a railroad wreck,' he said, 'thar you is; if drowned, where is you?'

"But here is this thing you must watch out for, it takes anywhere from 50 to 100 per cent more money for a stock of goods now than it did at the beginning of the war, so if you have not increased your capital or gone in debt your variety has certainly fallen off considerably. To this there is one exception—you could have no doubt reduced quantities and kept up your varieties, but those of us who have adopted that plan have lost many sales because we couldn't get the goods as fast as we could sell them and when your volume of business begins to fall down and your overhead is going up, you are in a bad way.

"Another thing confronts us: We are advised against selling sporting goods and building materials for new houses or any less essential lines which bears the largest percentage of profits and we are asked also to discourage the selling of goods and suggest to our trade the repairing of that which they have on hand. The goods you order are often delayed in transit two or three weeks. The jobber or manufacturer are out and back-orders sometimes 50 per cent of your bill.

"Most of your clerks whom you have trained up in your business have gone to the war, and you have inexperienced help to run your business. What is the answer to all these problems? These are War Times—you must conform to and obey the demands made upon you else you

are an unpatriotic citizen.

"Here it is in a nutshell—draw up—less goods, less help, less credit, less delivery, wear less clothes, close your store at 6 o'clock, go home, help your wife, she is doing her own work now; burn less gasoline, less fuel, less lights, eat less, work more and sleep less, no vacation, use strict economy, mend your old shoes, wear your old clothes, cut out styles and fashions, taboo all entertainments and go to see your wife's people as often as possible, walk more and ride less, buy Liberty Bonds and War Savings Stamps, contribute to the Red Cross and the Y. M. C. A. and give more time, money and talent to the winning of the war and less thought to making money and it will all come back to you with interest after the war is over."

PASSING OF J. B. SILLIMAN

The trade throughout the country will be sorry to learn of the passing of J. B. Silliman, president of the well-known jobbing institution of Blish, Mize & Silliman Hardware Co., Atchison, Kansas.

While he was known to be in poor health. he did not realize that his death was so near. It was only a short time before his death that he went over to the warehouses of the company, visiting every department and making suggestions as to increased facilities and improvements.

Mr. and Mrs. Silliman had found it necessary to spend the winters in a milder climate. alternating between Florida and California. They were planning the coming winter on the Pacific Coast.

He was a native of Hobart, New York, and the day following his death would have been 73 years old. He was married in 1869 in New York to Miss Harriett Lovejoy, who survives him. He is also survived by two daughters, Mrs. J. A. Kinney, of Atchison, Kansas, and Mrs. Burton Cosgrove, of Silver City, New Mexico.

He was known to his friends in the early days as Jack Silliman, and as one of the most popular traveling men who called on the trade. He was a man of splendid ideals and principles, given to good works, and was one of the most effective workers that Atchison ever had in raising charitable funds.

He was one of the pioneer members of the Trinity Episcopal Church in that city, one of his brothers having been an Episcopal clergy-

man.

He was connected with the National Wholesale Jobbers' Association, on which he served as an executive, and was also on the executive board.

His passing will be learned of with sincere regret by not only the trade in the immediate vicinity in which they did business, but by hundreds of manufacturers and jobbers, with whom he was brought into social contact, and who had learned to admire and respect him for his high ideals and principles.

The Biggs Kurtz Hardware Co. has succeeded the Ross Hardware & Supply Co., Grand Junction, Colo.

The McMahan Hardware & Implement Co. has engaged in business at Hamilton, Illinois, handling full lines of hardware, household specialties, sporting goods, etc., etc.



EFFICIENCY

Every Manufacturer in the World

The ROSE

STRIVES TO PRODUCE AN ARTICLE THAT IS MORE EFFICIENT



TIRE PUMP EFFICIENCY

Has Been Attained in

The Rose Tire Pump

You and Your Customers Cannot Afford to be Without Them



J. H. HANEY & CO., Manufacturers, Hastings, Neb.

ROSE TIRE PUMPS

ROSE GREASE GUNS

ROSE FAN BELTS

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Tube



Ford Set

No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Ford Set Contains:

handle 7 in. in length.
Screw-driver bits.
Extension bar 7 in. in length.
Is sockets to fit all nuts and bolt heads en Ford ear,
including the cylinder head.



Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

1 Handle 7 in. in length.
2 Screw-driver bits.
7 Sockets to fit semi-finished hexagon nuts as fellows:
U. S. Standard Nuts from ¼ to ½ in.
A. L. A. M. Standard from 5-16 in, to 11-16 in.
Cap screw heads from 5-16 to % in.

Manufactured ... only by

180 NORTH DEARBORN

CHICAGO, U. S. A.

HOW CAN YOU MEET THIS COMPETITION?

Editor HARDWARE WORLD:

In your September edition, under the heading, "Why Do You Cut Prices?" it seems to me there is a large field for debate.

In the first place, as you say, a man does not cut prices because his goods are not worth any more, but a great many sell close on the idea that large sales and small prices will get them more trade—that is a mistake in some cases.

On the other hand, you may have a competitor in the way of a grocery store.

I have in mind where a man has a chain of stores—in other words, he is trying to "scoop up" the whole thing or, as you please, "act the hog." He puts a line of hardware in his place and sells them at cost as leaders—gives a few things as premiums—and a man with a hardware store has a slim chance with a price cutter of that stripe.

The wholesale house selling you goods will send a man to you and sell you all the goods he can, and thank you—walk out of your place into a grocery store and sell him in the same manner; and, if he is a large buyer, he will get more time and a better per cent than the hardware man.

For an example: You are selling Hotpoint irons for \$6.00, if you sell for less they will refuse you more. I am speaking of the sixpound kind.

Take the grocery man—he will sell you a Hotpoint, six-pound, the same as you carry, for \$6.00 and give you 75 cents' worth of groceries free. A fat chance you or any other hardware man has with that kind of a price cutter. But we will do the best we can!

There is nothing but the law on earth to stop that kind of monoply, as well as advertising that is not truthful.

You can put this in your next issue, if you wish. From a reader of the HARDWARE WORLD.

Wiley-Beck has purchased the hardware store of J. N. Worrall, Springville, Iowa. They handle full lines of hardware, auto accessories and household goods.

Gilbert S. Fraser, of W. S. Fraser & Co., Ltd., Victoria, B. C., well known hardware merchants, recently visited the Pacific Coast offices of John H. Graham & Co., San Francisco. He reports a splendid trade outlook.

Coffman & Dunne recently succeeded the Frank Price Mercantile Co., at Mount Pleasant, Iowa and reports a very satisfactory outlook.

EACH STOCKHOLDER LIABLE

Editor HARDWARE WORLD:

I am a subscriber to the HARDWARE WORLD and I frequently see questions answered, so I am going to take advantage of your kindness and ask you a question.

The proposition is this: I am employed by a firm who gave us a bonus for efficient service during the year 1917. My share amounted to \$250, and instead of cash I was given this much stock in the company. This stock was issued in my name but is held in trust by the treasurer of the company. Now what I want to ask is this: Should any reverses come to the company could my home or property be taken to pay the debts of the company? The company for whom I work is incorporated, I believe; at any rate, the abbreviation, "inc." appears on the stationery of the firm.

It isn't likely that anything like what I have mentioned will happen, but during the present period anything is possible.

I am enclosing a stamped envelope for reply and am greatly obliged to you for the trouble I am causing you. Respectfully,

B. W. J.

Answer

Under the corporation laws of your state "each stockholder of a corporation is individually and personally liable for such proportion of its debts and liabilities as the amount of stock or shares owned by him bears to the whole of the subscribed capital stock or shares of the corporation."

Under this act I should think that if the company incurred debts which it could not pay, you as a stockholder would be in danger of being made defendant, with other stockholders, in a suit to recover sufficient money to pay those debts. If your employer offered you a bonus and said nothing about the bonus being paid in stock, the natural implication would be that it would be paid in cash and my judgment is you could compel them to pay the cash.

Lee Philips has purchased the stock of the Sospe branch store of the Ventura County Cooperative Association, and will continue the business.

The Mine Supply Hardware Co., Miami, Arizona, has opened a store on the corner of Broad and Oak Sts., of which W. A. Sullivan is manager.

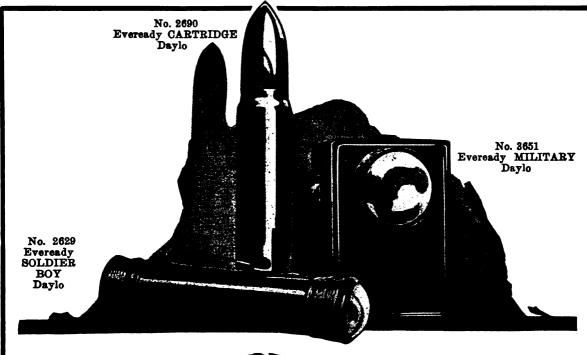
C. H. Reed Co., San Luis Obispo, Cal., have announced the ownership of the store, good will and corporate stock has been sold to Fred W. Cavanagh and Henry E. Cox, who will continue the business.

If you hear a man utter a single word against Our Flag or The American Red Cross or any man or woman connected with that grand organization

"KNOCK HELL OUT OF HIM"

for he has it in him and draw on us for your fine.





The New EVEREADY Military Daylos

It is safe to predict an enormous demand for this new number, particularly among men in the service and their friends and relatives, to say nothing of the demand that will come from civilians in every walk of life who are bound to recognise in the military Daylo a light of the broadest possible utility for use indoors and out.

PROM ANY JOBBER IN DAYLO MATERIAL IN THE UNITED STATES AND CANADA



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.

OIL AND GREASE GUN

Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

Other Protex Products

Tire Removers
Tire Gauges
Tire Holders
Fire Extinguishers
Oil and Grease Guns
Triple Socket Wrenches

Connecting Rod Wrenches
Double End Spark Plug
Wrenches

w renches

Piston Ring Compressors Breather and Oil Fillers

7renches Tire Pumps Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.
13-15-17 N. Jefferson Street Chicag

Chicago, Illinois



THE INGERSOLL FIXED PRICE DECISION AND HOW IT AFFECTS THE CUT PRICE SITUATION

(Copyright by Elton J. Buckley)

Touching the right of a manufacturer of a branded or trade-marked article to compel the dealer to resell at a fixed price, about which I have written several times, a decision just handed down by the New Jersey Court of Chancery is attracting much attention, and the trade are wondering what effect it will have upon the general fixed price situation.

In a recent article I explained what that situation was, viz.: the United States Supreme Court had decided in two talking machine cases, that nobody who sells something outright to a dealer who intends to sell it again, can legally dictate to that dealer the price at which he shall resell, and that this is the law whether the article sold is patented or just a plain article of commerce, like a package cereal. It was further explained that the Federal Trade Commission had ruled that a manufacturer must make no effort to even influence a dealer who bought his brand to sell again, as to his resale price, and, further, that he could not refuse to sell goods to a price cutter merely because he cut.

Into this situation, created, remember, by the Supreme Court of the United States, has come the New Jersey case, in which Ingersoll & Bro., makers of cheap watches, are the plaintiffs, and Hahne & Co., Newark, N. J., department store people, are defendants. Hahne & Co. bought a quantity of Ingersoll \$1.35 watches, to which was attached a notice that they were to be resold at not less than \$1.35. The Ingersoll concern had also very largely advertised the watch to consumers at \$1.35, and had done all they

could to establish it at that price.

Hahne & Co. cut the price to about cost and were at once made defendants in a suit for injunction to prevent them from selling the watch at a cut price without first removing the manufacturers' name and guarantee. Note that the injunction was not to prevent them from selling the watch at a cut price, but to prevent them from selling it at a cut price with the manufacturer's name and guarantee on it. This marks the difference between this case and all previous fixed price cases, in which the point of removing manufacturers' name and trade-mark did not arise.

The court granted the injunction, on the ground that the United States Supreme Court decision did not cover the exact point raised, which (this is my phrasing) was this:

Admitting that under the Supreme Court decisions, Ingersoll & Bro., when they sold their watch to Hahne & Co., could not fix the resale price, does it follow that Ingersoll & Bro. are obliged to see the price cut while their name and trade-mark are on it?

The court said that while Ingersoll & Bro. were undoubtedly obliged to allow the price to be cut, they were not obliged to see it cut with their name and guarantee on the watch, and it therefore enjoined Hahne & Co. from cutting the price of the Ingersoll watch without first removing the name and guarantee.

The theory of the decision is that allowing a branded article to be cut with the manufacturer's name and trade-mark on it, means the depreciation of the value of the watch in the public mind, and therefore the partial destruction of the manufacturer's trade-mark, reputation and good will. The court said

When a retailer purchases articles through a jobber in New York, which articles have become known to the public generally through extensive advertising as standard priced, with knowledge that the articles are sold under condition that

they are not to be resold at less than the standard price without removing the manufacturer's trade name and guarantee, with the preconceived purpose of offering them to the public in this State at a price less than the standard, so that the public may believe that all the goods in the store are similarly low priced, whereas in fact they are not, he will be enjoined from selling at the standard price without removing the manufacturer's trade-marks and guarantee.

It is well recognized that a person has a property interest in his trade name and good will, and will, even in the absence of statute, be protected against injury to that trade name and good will.

In a nutshell, the court held that selling one article at cost was a device to persuade the public that everything else in the store was relatively as cheap, which was a deception, since everything else was not as cheap, and that a manufacturer's name and trademark and advertising could not be used as an instrument for that deception, particularly in a way harmful to the manufacturer involved.

The case involves a very keen distinction between the right to resell the article at a cut price and the right to resell it at a cut price while it bears the manufacturer's name and trade-mark. The court said:

In this case the prohibition is not against the resale of the article nor is it impracticable to resell the article without reference to the trade name. Complainant (Ingersoll) does not seek to retain any right in the article itself; it merely seeks to restrain the use of its trade name and good will, except under conditions fixed by it. It may permit the purchaser of the article to use its trade name and good will under such conditions as it sees fit. It has an interest in addition to that of mere protection to its trade name and good will, for it guarantees the article sold and scrupulously performs its guarantee.

This decision was partly made under a New Jersey statute, which is not the law in other States. The court expressely said, however, that Ingersoll & Bro. were entitled to the injunction also under the common law, which, if true, means that any State could adopt it as the law without a statute.

The decision, if it is to stand, being applied, means

Any retailer can cut the price of Kellogg's Toasted Corn Flakes, but before he does he must remove Kellogg's name and trade-mark from the package.

He can cut the price of Victor records, but not until he has removed all Victor earmarks from it.

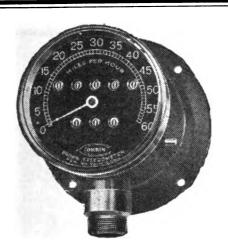
He can cut the price of E. & W. collars, but only after he has erased the E. & W. trade-mark. And so on.

In other words, if the manufacturer insists upon it, the retailer cannot cut a branded trade-marked article until he has removed everything from it which would make the cut effective, viz.; the manufacturer's name, trade-mark, guarantee, etc.

What chance has the decision to stand? I shouldn't like to hazard much of an opinion, but I will say this: When the case gets to the United States Supreme Court, which it may do, my guess would be that this whole plan will be found to be merely another device on the part of a manufacturer to circumvent the court decision that he who sells an article cannot and must not seek to control the resale price.

I believe it will be considered a mere device, because in most, if not all cases of branded or trademarked articles, the dealer cannot remove the manufacturer's name and trade-mark without destroying the thing itself. Therefore, if the only way you can sell at a cut price is by destroying the article, it comes to this, that you can't sell at all at a cut price, and if you can't sell at all at a cut price, the scheme violates the decisions of the United States Supreme Court.





Specially Adapted to Ford Trucks

All the exacting requirements of steady, day-in-and-day-out service on a Ford delivery outfit are perfectly met by the special Ford models of the

ORBIN-BROWN SPEEDOMETER

Can be supplied with complete, handsomely-finished cowl-board, or with neat, durable bracket for attaching to the dash. Easily installed. Absolutely accurate. Strong enough to stand up under the severest possible tests for the full life of the truck.

What is your Ford truck earning? You ought to know—and you will know, reliably, when you equip it with the Corbin-Brown speedometer. Do it now—as a matter of plain business.

Ask your dealer about the reliability which has made the Corbin-Brown famous
—write for catalog

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia



Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

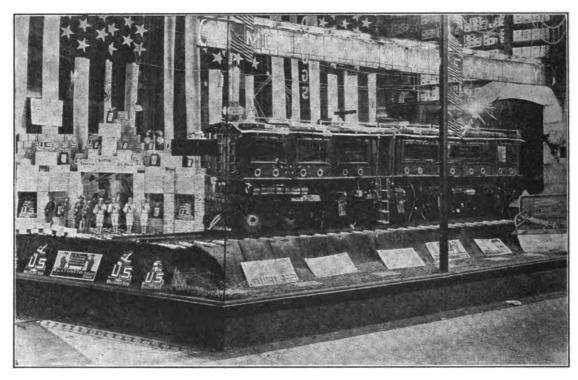
The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.





UNIQUE SALES WINDOW

That Mesers. Dufresne and Bowden, of the Montana Hardware Company, of Butte, Montana, possess a great deal of skill and ingenuity in constructing the model of an electric locomotive shown above is evident at a glance.

at a glance.

The Chicago, Milwaukee and St. Paul Railway use large electric locomotives in Montana and Idaho. These locomotives weigh 284 tons and have a tractive power of 85,000 lbs. and are 112 feet 8 inches long. The model in the photo is 16 feet long, 3 feet 6 inches high and 26 inches wide. It required considerable ingenuity and skill, especially when it is constructed from the stock carried in a hardware store.

The body is made of Boss Ovens, roof with Rubber Mats, mounted with Levels and Towel Bars. Emery Wheels for pony wheels and Chair Cover for Driving Wheels.

Other goods which entered into it were as follows: Springs, Thermos Bottles, Tin Pans, Oil Cans, Paper Clips, Rat Tail Files, Stove Pipe, etc.

It was one of the most unique sales windows ever used by hardware merchants and attracted marked

It was one of the most unique sales windows ever used by hardware merchants and attracted marked attention.

The Montana Hardware Co. have been doing splendid publicity work in their sales windows for all government activity and their value from a sales standpoint has not been lost sight of.

W. Hayfield & Son, enterprising merchants of Washington, tell us that at the present time conditions are especially good; that this is one of the easiest merchandising periods there has been for years.

While their locality is only receiving about a half

crop, yet with the large price for wheat, oats, hay, potatoes, cattle and hogs and other products, which the farmer produces, it makes good times for the merchant as well.

The hardware and implement business has been the best for years. It is a time when the farmer wants and must use the best tools to get the best results. They tell us their experience is that there is no haggling now or looking around for lower prices, the question is to get what they want.

Farmers have found by experience that when they spend time looking around other towns for a lower price the article has advanced and he has to pay more than he would in the first place.

W. T. Richards has purchased the interest of Eli S. Lewis in the Lewis Walker Co., Glendale, Ky., and the name bereafter will be known as the Walker Richards Hardware Co.

Miner & Curtis have taken over the hardware business of O. C. Miner, at Greene, Iowa.

The Alleman Hardware Co. is the new owners of the W. W. Wheeler hardware stock at Mitchellville, Iowa.

The Mine Supply Hardware has opened a new store at Miami, Arizona. They will handle everything pertaining to hardware and house furnishing.

C. P. Steele, formerly connected with the Smith Hardware Co., Lompoc, California, has taken a position with Boeseke & Dawe, Santa Barbara, Cal.

Morris Duncan, who for many years has been associated with the Lyon & Garrett Hardware Co., Red Bluff, Cal., has become sole owner of the L. L. Beal hardware stock in the same city. Mr. Duncan is a thoroughly well informed hardware man and will likewise specialize in farm tractors, machinery and heavy hardware.





Service-

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

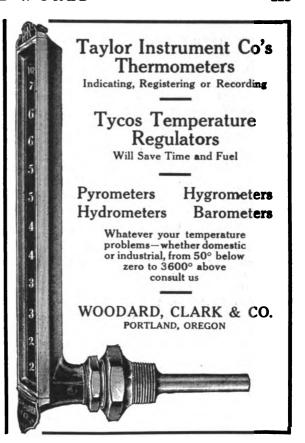
"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Mankattan Electrical Supply Co., Inc.

New York Chicago St. Louis 17 Park Place 114 S. Wells St. 1106 Pine St. 604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.



CLARK HEATERS For Automobiles, Sleighs Carriages and All Vehicles

A GOOD LINE FOR DEALERS AND MORE POPULAR THAN EVER



This is the No. 7 D Clark Heater. A very popular model, 14 in. long, covered with dark green Brussels carpet and has all outside metal parts nickel plated.

There are several other attractive models, retail prices ranging from \$2.25 to \$10.

Clark Carbon, the highest quality and most efficient heater fuel is supplied in cartons of 1 dozen bricks; also in cases of 100 bricks.

Order from your Jobber now and be ready for cold weather.

Catalogue of Clark Heaters and Fuel sent on request.

CHICAGO FLEXIBLE SHAFT COMPANY, 5604 Twelfth St., Chicago, Ill.

TYPICAL OF MANY SOLDIERS

Every newspaper is in receipt of copies of letters from soldiers. But it was the good fortune of a Kansas City paper to have sent to it the following letter from a private soldier to his father on the occasion of the latter's birthday:

My Dear Father: I just wanted to write you a letter on your birthday. I don't know when I will be able to mail it, but will take a chance

anyway.

I want to thank you as your son. You have always been to me the best father a man could wish. I want to thank you for the gift of a clean, strong and vigorous body that can serve America in her need. Most of all I want to thank you for the long years of self-denial that made my education possible, for the guidance and teaching that kept me straight through the days of my youth, for the counsel ever freely given when asked, and for all the noble things in your example.

I surely hope that you will celebrate many more birthdays and that I will be home for the next one. Also may the coming years bring to you wider fields of service and honor, strength to perform your work, and in the end

peace, contentment and quiet rest.

Your son, a soldier of the United States, salutes you, with love and devotion.

ЛИМУ.

Little comment is necessary. The letter is literature. It will last. It deals with nothing temporary. It touches the very foundation of the social structure. It says little directly concerning the war, but it reveals wherein is the strength of a nation. By inference it expounds all the law and the gospels.

NOISY TROUBLE OFTEN DUE TO IMPER-FECT LUBRICATION

A good lubricant acts like magic in quieting squeaks and rattles around an automobile. Many a car, apparently ready for the scrap heap, has been converted into a comparatively "new" car just by proper attention to adjustment and lubrication. Well lubricated cars seem to "float" along the road in contrast to the cars that rattle along like a freight car.

One of the prime requisites of a good lubricant is a durable, friction-preventing, and pressure-resisting "body." This is found in Dixon's Graphite Automobile Lubricants. A fine, selected flake graphite forms the principal part of Dixon's. A good grease is used as the vehicle to carry the graphite to remote corners of the gear bearing. The graphite then forms a smooth tough coating over the surface of the metal, substituting the low frictional contact of graphite-to-graphite for metal-to-metal contact the distinctive. The result is absolutely quiet and practically frictionless motion.

YOU MUST ASK QUESTIONS IN ORDER TO LEARN

Most people obtain their knowledge of business methods in four ways—through reading, observation, inquiry and experience.

Enterprising and progressive merchants, whose products are successfully sold throughout the entire country adopt the most econom-

ical method of getting information.

When you see an announcement offering a special plan and proposition to help increase your sales, naturally the next thing to do is what the Miller Rubber Company, of Akron, Ohio, invite merchants to do. They only want to tell you of their plan that will bring you new business—business that will prove satisfactory, both to you and your customers, that will bring customers to you for goods in other lines.

The agency for Miller Geared-to-the-Road Uniform Mileage Tires is a splendid agency for retail merchants. Their method of cooperation makes the line one of the most desirable to handle. They will be glad to give full information to any of our readers who will write them.

Convenient stocks and distributors are to

be found in every part of the county.

INTERESTING DEALERS' PAPER

"McCue Mercantile Bulletin" is a house organ issued by the McCue Mercantile Co., Lamar, Colorado.

It is a four page paper, in which they recognize the advantage of inserting personals or the names of their customers and what they are buying.

This not only pleases their trade, but it

induces other customers to buy as well.

This paper is illustrated and describes their goods in detail, and gives information a customer needs.

Their slogan is "it is a little further, but it pays to walk." They have branches at Lamar, Holly, Granada, Wiley, McClave, and Cheraw, Colo.

Progressive retail merchants they are and they tell us it is good advertising for them.

D. A. Dale Hardware Co., Santa Ana, Cal., have leased a new building, to be occupied by them soon with a full line of hardware, paints, oils and building accessories.

The Glasgow Hardware Co. have engaged in business at Baxter Springs, Kansas, where they will handle everything pertaining to hardware, house furnishings, automobile accessories, etc.

H. C. Wright has purchased the interest of H. E. Cox in the Redondo Hardware Co., Redondo Beach, Cal. Mr. Cox has gone to San Luis Obispo, where he has taken an interest in the hardware business in that city.



AUTOMOBILE ACCESSORIES



If you handle Auto Access ries, Motoreyele and Bieyele Supplies and Bicycles, why not get in touch with Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto-"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago

Motor Mercantile Company

Wholesale



Exclusively

AUTOMOTIVE PARTS **EOUIPMENT** AND SUPPLIES

Distributors for

Pederal Tires, Cord and Pabric Motul and Oyldene Oils, Gearese and Oupese Pafnir Bearings Motile Blowout Sleeves Zenith Carburetors Stanley Self-ciling Springs Columbia Storage Batteries Kay Bee Spotlites Edison Masda Lamps "Dri-Kure-Betreder" Vulcanizar

Pyramid Generator and Motor Brushes Motor Brushes
Aluminite Solder
Baybestos, Non-burn and
Thermoid Brake Linings
"Genemotor" Ford Starting and Lighting System
Morelite and Duplex Lenses
Lenox Hack Saw Blades
"Rie-Wie" Winter Pluid
Word Chains Weed Chains Auto Top and Upholstery Materials

And a Complete Line of Mechanics' Tools and Garage Equipment

<u> Motor Mercantile (Company</u>

115-117 South West Temple Street, Salt Lake City





"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR-FREE FROM OIL

Five different sizes of com-pressor, 125 different com-binations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pueu. Mchy. Co. 1512 Kienlen Av., St. Louis 530-L Hudson Term., N. Y.

Like the great man whose historic name they carry. they are always reliable.

REVERE RUBBER CO

1790 Broadway, New York

SELL 100% SERVICE TOOLS

The inferior tool 'sticks' the customer, prevents his coming back-not the dealer. The powerful SAMSON PUNCH

like Liberty Bonds, is a good investment any way you take it. The Samson creates satisfaction and confidence toward the dealer, because it delivers the highest punch service.

For punching any sheet metal, leather, paper, fabrics, giving the widest range of uses in the greatest variety of trades, the Samson assures unqualified satisfaction. It punches an accur-

Prices, Etc. Samson assures unqualified satisfaction. It punches an accurate, clean, burr-free hole with minimum effort. The same tool head takes seven interchangeable size dies—from 1/16" to '4" diameters. Nickel plated. Simple in construction. Made to last.

Write for Proposition

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, M. Y.



PATRIOTIC HARDWARE ORGANIZATION

We have often referred to the patriotism and work of hardware men in all sections of the country in putting over War Savings Stamps, Liberty Loans, Red Cross Campaigns and in furthering the activities of the country generally.

The plan followed by the Union Hardware & Metal Co., Los Angeles, to make more popular the government idea of investment of War Savings Stamps, and the formation of what they called the Union War Savings Society has proven very successful.

This was organized by Mr. McBean, now assistant to the state chairman of the W. S. committee, with

sixteen charter members.

A campaign among their employes resulted in having secured the membership of 200 two weeks later, each one pledging systematic saving, refraining from unnecessary purchases and non-essentials to encourage thrift and to buy war stamps.

The society holds regular meetings each month.

A great deal of interest is created by the friendly rivalry of committees in discovering the best talent and giving the best entertainment. All the entertain-

ment features are free.

Another activity is the work of the welfare committee. They took on their shoulders the keeping up of the morale of the 57 Liberty Boys from the Union Hardware & Metal Co., who are in France, in sending friendly, newsy letters, personal messages at regular intervals, welfare packages (as long as Uncle Sam allowed them). They have started a welfare fund for any boy who might come back handicapped for his future battles.

They tell us that the work has added to their self-confidence, cemented and formed new friendships, and made better American citizens out of them in every

A record of what has been accomplished, as well as those who have been responsible for accomplishing it, is being shown in the following memo:

Membership	325
Limit pledges	17
Stamps owned by members\$24,	278.75
Pledged · · · · · 4,	

Slogan: "Five Times Over the Top."

Officers

E. H. McGinnis	. President
Norman J. Hayes	
R. A. Brown	
Vice-Presidents-Andrew Williams, Roy	Campbell.
Don Stanbery, John Ritchie, S. B. Moe, V	William F.
Peschke, J. L. Woodson, G. É. Richmond, O	
H. E. Emerson, A. D. Stewart, Lee F. Aldr	rich. H. C.

Peterson, Ivy Brizius. Welfare Committee Chairman—R. E. Pearson.

In the photo is shown the executive staff of the Union War Saving Society. Top row, reading from left to right—Messrs. Peschke, Richmond, Pearson, Bean, Campbell. Center row—Messrs. Brown, McGinnis, Miss Brizius, Messrs. Ritchie and Peterson. Front Row: Messrs. Emerson Woodson and Hayes.

SPLENDID ALUMINUM CATALOG

The largest and most complete catalog ever issued by the Aluminum Goods Manufacturing Company, of Manitowoc, Wis., has just been delivered by the Manitowoc, Wis., has just been delivered by the printers for distribution to the trade, this 64-page book being especially indicative of the widespread popularity of aluminum as a household metal in these

days of national efficiency and thrift.

This new catalog, which lists and illustrates the complete line of this pioneer concern, features the well-known Mirro utensils, including tea kettles, tea and coffee pots, double boilers and the new combi-

nation tea kettle and double boiler.

Incidentally, the latter is a particularly useful Mirro utensil, since it permits the housewife to boil water and prepare a custard or mayonnaise dressing at one and the same time, thus affording her an opportunity to practice thrift, in the saving of heat. which is a form of fuel conservation whether coal

or gas is used.

That the Aluminum Goods Manufacturing Company has grown so remarkably in a quarter of a century is very easily demonstrated by comparing the new 1919 catalog with the first catalog ever issued. The latter was an unpretentious booklet, small enough to be carried in the coat pocket and numbering only

eight pages.

In fact, the increased demand for aluminum goods has made imperative the operation of four large plants by the makers of Mirro. One factory is located at Manitowoc, two are situated at Two Rivers, Wis., while a fourth, at Newark, N. J., was recently greatly enlarged by a new six-story building. Three of the factories are devoting a good deal of their production to such government work as canteens, cups, plates, etc., for use by our doughboys "over there."

DON'T OVERLOOK PRIZES OFFERED FOR THE BEST SALES WINDOW ON PIONEER ROOFING

Everyone who installs a sales window of roofing is sure of a prize of at least \$5.00.

You have the opportunity of being remunerated to the extent of \$10.00, \$25.00, or \$50.00 on the merits

of your window.

Be sure and send in your photos this month to the HARDWARE WORLD.

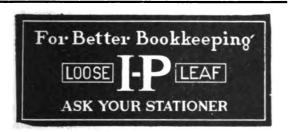
See particulars in Pioneer advertising.

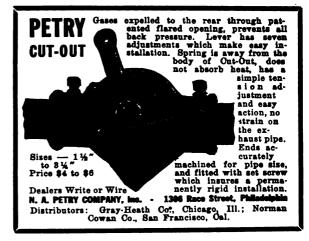
S. G. Hays has disposed of his interest in the Nuss & Hays Hardware Company to Mrs. F. E. Nuss at Los Gatos, California. The firm will hereafter be known as the Nuss Hardware Company.

The Western Lumber & Hardware Co. are successors to the Stewart Hardware Co., Rolla, Kansas.









Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND



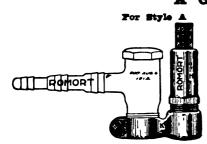
This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

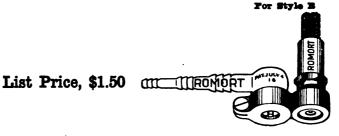
Style B



The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment A GARAGE NECESSITY





The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

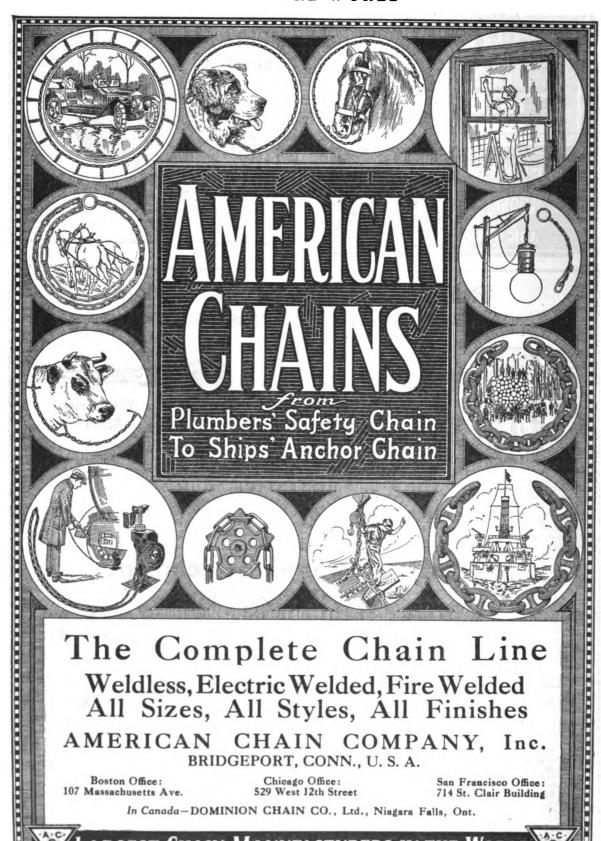
Manufacturers.

ROMORT MANUFACTURING CO. OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY 1323 Michigan Ave. OHIOAGO, U. S. A.





WHY ADVERTISING PAYS

Bradstreet's says that "eighty-four per cent of all failures are among non-advertisers."

Which, considering the source of the declaration, is pretty conclusive proof that advertising

When Bradstreet's says that only 16 per cent of business failures, are among advertisers, the statement has real significance, says the Atlanta Constitution.

No business firm ever became truly great except by the aid of advertising. Like competition, advertising is the "life of trade." Without it, in modern days and under modern business conditions, no commercial or other business concern can achieve the success that it can with it.

That is axiomatic, as every successful business man will attest.

Outside, possibly, of personality and integrity, advertising is the mightiest force, positive and potent in present day commerce and business

DISTINCTIVE TIRES

Star Hand-made Tires are known for their long service and merit.

They build business, keep old customers and bring new ones, and convenient stocks and distributors are to be found in all parts of the country.

Write their distributors or write them direct to Akron, Ohio, if you wish to learn of their interesting plan. It is a method that will bring merchants new business.

ROSE TIRE PUMP

Every dealer knows when recommending and selling Rose Tire Pumps he is selling one of the most efficient pumps made, for Rose represents the last word in pump efficiency, and J. H. Haney & Co., manufacturers, or any of their jobbing connections, will be glad to give full information to any of our readers upon request.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today





GENEVA CUTLERY COMPANY 157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade rasors



SATISFY

Your Customers

Dixon's Solid Belt Dressing

sells itself after the first trial. It has to be good to come up to the Dixon standard of quality. Repeat orders follow naturally.

How is your stock?

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Company

Established 1827

MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers Carbon Scrapers Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

INTERIOR FLOOR PAINT

Paint suitable for use on interior floors will not give satisfaction when applied to exposed or partly exposed surfaces; similarly, one manufactured for outside use is unsuitable for inside work. Therefore floor paints are made both for inside and outside work by separate mixtures and processes.

Do not attempt to make one grade of paint answer for both classes of work, for dissatisfaction will surely follow, and the small amount of money saved will not begin to repay you for the trouble. The primary requirement of any paint is protection, and this is not hard to obtain in paints to be used on wall and ceiling surfaces.

A floor paint, however, is subjected to the wear of many feet. Every time you walk across a floor which has been painted, there is an abrasive action which tends to disintegrate the paint film. This abrasive action would be reduced to a minimum if paint were made of a soft texture, so that the film itself could absorb this grinding action, but the result would be a sticky, tacky condition.

A floor paint must be hard, but if too hard, it becomes brittle and does not adhere to the surface.

The most inexperienced person can apply a good floor paint successfully and once applied it forms a tough film, dries hard over night, effectively seals the surface against the absorption of foreign materials which may be carelessly spilled upon it. Frequent washing will eventually dull its gloss; in time the film will disappear, but a high quality interior floor paint will never crack, check or peel off, it will never fade, and it will always give you satisfaction and service.

Said the big red rooster to the little brown hen: I haven't heard you cackle in I don't know when."

Said the little brown hen to the big red rooster, "You don't come around as much as you yooster."

SUGGESTED VERSES FOR THANKS-GIVING ADVERTISING

Thanksgiving Necessities

The necessary tools that help To cook a dinner right Should be in every household now, And keep them well in sight.

Your Jelly Mould is getting old, Your Pie Tins just the same. The Mixing Spoon and Paring Knife Not worthy of their name.

The Sifter for the flour. And also Rolling Pin Is bent and twisted out of shape And very rough and thin.

The Grater will not grate at all. It's full of holes and crooked; Your Measuring Glass you cannot find-Your neighbor probably took it.

So when you need a Pot or Pan Just let us know soon as you can.

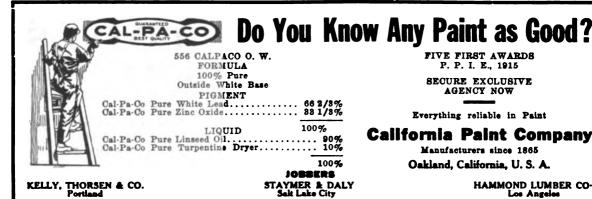
-Reeg, the Rhymer.

NOVEMBER 28TH, 1918

Try and think of all you can, Have lists made out to date, And look for Pot or Roasting Pan, Not wait until too late, Know now your wants before the day So sure to come each year, Goes by again and you delay In never coming here. View well your kitchen's useful needs. Inspect your dresser, too; No promises, but actions, deeds, Gives happiness to you.

-Reeg, the Rhymer.

It is easy to feel sorry for a lot of people until you get to know them quite well.



FIVE FIRST AWARDS P. P. I. E., 1915

SECURE EXCLUSIVE AGENCY NOW

Everything reliable in Paint

California Paint Company

Manufacturers since 1865 Oakland, California, U.S.A.

HAMMOND LUMBER CO-Los Angeles

HURRY YOUR PHOTOS FOR PRIZE WINDOW ROOFING CONTEST

The Pioneer Paper Co. offered to retail merchants a prize of \$50.00 for the best sales window featuring Pioneer Roofing, a second prize of \$25.00 and a prize of \$10.00 to the third best.

Moreover, for everyone who enters the contest a prize of \$5.00 was offered, so that no merchant who was displaying their products would be overlooked.

They have decided to extend the contest until November 30th.

We know that many merchants intended to enter this contest, and doubtless a great many have been displaying Pioneer Products, but probably have been so busy in making sales they have neglected to forward photos.

It is important that photos be sent promptly to the office of the HARDWARE WORLD. There is time yet to get in, and if you haven't made this display, then the month of November will offer ample time for you to put in a display and compete for these prizes, being assured that you will at least win a \$5.00 prize.

A number of merchants have told us that not only have their displays made sales of roofing, but it brought them customers for other goods, which has materially increased their business on various lines besides roofing.

Refer to either the September or the October issues for further information, or write to the Pioneer Paper Co., who will be glad to give full detail. A similar announcement also appears in this issue.

Prosperity does not come to us until we are well ready for it. It's up to us to get ready by such self-development and broadened outlook as will enable us to recognize prosperity when it confronts us and be ready to use it to good purpose.

The clerk who lays out the goods with a "you can take 'em or leave 'em" air, will find that his customers will often leave 'em.

WHOLE TOWN ON CASH BASIS

Every merchant of every line in Sutton, Neb., is doing a strictly cash-in-advance or C. O. D. business. The twenty-seven retailers teamworked on the proposition—and as a result a jointly-signed ad appeared announcing the new copper-riveted cash plan. Their ad stated in part:

Under old conditions the retailer bought from the wholesaler on terms of thirty and sixty days, but at the present time our goods are sold to us on ten days' time, which to all practical purposes is cash, for it now takes ten days to obtain the goods. We will keep no book accounts whatever and we sincerely ask that you do not request credit, as we will have no place to make the charge, and neither of us would be satisified if we were to try to keep this memorandum from memory."

An addition is being made to the hardware store of F. Dement & Co., at Bend, Oregon.

The San Jacinto Hardware Co. of which John Shaver is the proprietor, at San Jacinto, Cal., has moved into its new quarters, erected on the same lot as before it was destroyed. The outlook is considered quite good for a busy season.





"Our Standard"

A Perfect Paint for Outside Painting. In different shades, Most Lasting.

R. N. NASON & CO.

San Francisco, U.S.A.

MAKERS

Paints, Colors, Varnishes, Lubricating Olls and Greases

JORRERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

AN UNUSUAL RECORD

For a man to continue in business for fortytwo years and deal with one institution for that length of time is of more than passing interest.

Recently we were privileged to see a letter N. D. Dutcher & Son, wrote to the San Francisco jobbing house of Holbrook, Merrill & Stetson, of which the following is a copy.

"Gentlemen:—

"One and all of the firm:

"Just a line to remind you that on the 26th day of September 1876, forty-two years ago, we bought our tools and stock from your house.

"During all these years we have had no fault to find with the treatment we have received at your hands, and we thank you for past favors.

"Wishing you all a long and prosperous life.

"Yours truly,

N. D. DUTCHER & SON.

This letter was acknowledged by Chas. Holbrook, who is eighty-eight years old, and is Chairman of the Board of Directors, and still continues to take an active interest in the company.

Mr. Holbrook's letter is as follows:

"Gentlemen:-

"Your favor of September 26th received and words fail to express our appreciation of your

kind expression to us.

"Honors are easy. We can assure you that in all the forty-two years we have been doing business with you, we have no fault to fin with you or yours. We have always looked upon you as one of our valued customers and friends.

"Hoping that the same kindly feeling will continue to the end and that you may have a long and prosperous life, we are,

"Sincerely yours,
HOLBROOK, MERRILL & STETSON.
Per Chas. Holbrook.

The Attaway Latham Hardware Co., successors to the Allison Davis Hardware Co., Mesa, Arizona, are handling full lines of hardware, implements and kindred lines, having succeeded the former firm on January 1, 1918, report a splendid season's trade.

The organization is a co-partnership of G. Attaway and P. Latham. They carry full lines of everything pertaining to hardware, house furnishings, as well as automobile accessories, and they also do a large business in harness and saddlery goods. They maintain a branch store at Gilman, Arizona.

Irishman at telephone: "What? Ye can't hear what I'm sayin'? Repeat what ye didn't hear an' I'll tell it to ye again."

WELL KNOWN AUSTRALIAN MANUFAC-TURERS' REPRESENTATIVE

S. Scott Young, Ltd., are well known representatives in hardware and allied trades, maintaining offices at Sydney, Australia, as well as at Melbourne.

Among the American houses which they represent are such well known institutions as:

Siesel-Spill Mfg. Co., New York.

C. S. Norcross & Sons, Bushnell, Illinois.John C. Smith Hoe & Tool Co., Evansville, Ind.

Thompson Plow & Engine Co., Beloit, Wis. W. H. Addoms & Co., Inc., New York. John Sommer Faucet Co., Newark, N. J.

They have a splendid organization, and are in position to give desirable representation to American manufacturers, who might be interested in introducing their line, or pushing their sales and extending their trade.

BUSY OVEN MANUFACTURERS

The Elgin Stove & Oven Co., successors to the Kimball Dietrich Hardware Co., manufacturers of Elgin Bake Ovens, have been incorporated, with a capital stock of \$125,000.00, and have been making this line of ovens for the past fourteen years.

They have added to their line this season a new smokeless oil heater. The rapid advancement of their business has made it necessary to greatly increase their facilities, and they are well equipped now to turn out Elgin Ovens and Oil Heaters in quantity. In fact they expect to double their capacity within the next year.

Graham McCulloch has engaged in business at Jessie, North Dakota.

The C. C. Clark Hardware Co. has engaged in business at Boynton, Oklahoma.

The Morton Hardware Co. has succeeded the Morton Cavanaugh Co., Marion, Mich.

The Moore Hardware Co. has purchased the stock of Tullis & Moore Co., Arcanum, Ohio.

G. M. Smith Co. have purchased the stock of the Hershey Hardware Co., Hershey, Nebraska.

W. T. Hines & Son have recently disposed of their business at Easton, Kansas to W. M. Feburly.

The Van Hook Hardware Co. are successors to Rolla Van Hook & Son, at Cythiana, Kentucky.

The W. H. Phinney stock of hardware and implements has been sold to D. W. Carlson at Olivet, Kansas.

Brunson & Mosby Hardware Co. has been purchased by the Bonner Springs Lumber & Hardware Co., Bonner Springs, Kansas.

Perry Marker has engaged in business at Manning, North Dakota, and will handle full lines of auto accessories, as well as hardware and house furnishings.



HELP YOUR CUSTOMERS SAVE COAL AND FUEL

Fuel conservation is the order of the day. It is necessary, and you will be doing a patriotic service to your country as well as your customers a good service, yourself a good merchandising turn by handling the Gleewood Floor Furnaces and Junior Unit Gas Heaters.

What are they? Write Foss & Jones and they will give you information, will convince you that these floor furnaces and heaters are what you need to bring in new customers, to please old ones, and to increase your sales in your community.

The Gleewood is not an experiment. It is a proven success, is absolutely free from any danger whatever;

no danger of explosion.

There are five particular points of merit in the Gleewood Sanitary Floor Heater.

Comfort, because it circulates pure, warm, everchanging air, is free from dust, gas or smoke. tomatically changed by the heater's own operation, with no gas fumes whatever.

Made of Toncan metal throughout, the highest art known in the production of pure metal, free from rust.

Convenient to regulate, a turn of the key controling the entire system, burning both artificial and natural gas.

It is economical, and one of the most healthful heaters made. These heaters have been used in California for years, and the inventors and manufacturers are experts of long standing.

They have a special proposition to make to dealers,

both large and small, no matter where you are located. Their pleased customers are throughout almost every state in the Union.

This is a proposition that is in season now and should not be overlooked.

Address Foss & Jones, 28 East Union Street, Pasadena, California, for full information.

STOVE MANUFACTURERS REDUCE OUTPUT

Announcement is made that the Conservation Division of the War Industries Board and the stove manufacturers of the country have adopted the following schedule for the conservation of material, capital and labor:

1. Each manufacturer is to reduce his assortment of sizes and styles of goods manufac-

tured approximately 75 per cent.

2. The immediate discontinuance of the manufacture or the acquiring of new patterns for the duration of the war.

All cooking stoves or ranges manufactured to be equipped with No. 8 covers only, except where the body of the stove and range is too small to permit the use of such size.

The manufacture of back guards and tea shelves for steel high closets to be discon-

tinued.

- 5. Manufacture of tin linings in ovens and doors to be discontinued.
- 6. Light patterns of stoves and ranges to be manufactured in preference to heavy pat-
- The manufacture of steel high shelves and canopies on domestic ranges to be discontinued.

SPLENDID BOOKLET CONCERNING METAL CUTTING MACHINES

E. C. Atkins & Company, Indianapolis, Ind., manufacturers of silver steel saws, have ready for distribution their latest catalog, descripof Atkins Kwik-Kut metal cutting machines. It is profusely illustrated and deals at some length with the requirements of reciprocating machines and in this connection directs attention to the great efficiency and economy of the Atkins' machine tool.

The booklet describes in the detail the varparts of the machine, and designates the improvements that are of particular interest.

Among features claimed for Kwik-Kut metal cutting machines are its raising device, saw gauge, lubricating system automatic stop, individual motor drive, etc., which with increased cutting capacity makes the Kwik-Kut machine one of the most desirable hack saw machines on the market.

They are used in many large operations throughout the United States, Canada, South America, Europe, Australia and Great Britain, and the large list of users bear testimony to the perfect satisfaction given by this machine. The Atkins Company has also prepared a booklet on circular saws for cutting metals which contains considerable information regarding this product.

Also a hack saw chart and a price list covering Atkin's "A A A" hack saw blades, which is valuable for retail merchants. They will be glad to send a copy to any of our readers who ask for it.

R. W. Christie, Muskegon, Michigan, is adding to his stock of household goods.

Myers & Reidel, Sebewaing, Mich., reports a very satisfactory outlook.

Mark A. Norris & Co. have purchased the stock of Scott & Linn, at De Witt, Michigan.

A. Walker & Son have purchased the stock of W. G. Walker at Centertown, Missouri.

The Olivia Hardware Co. have sold their stock to the Central Hardware Co., Olivia, Minn.

H. W. Buckle, successors to J. B. Hagaman, North Branch, Michigan, is planning to add to his stock.

F. D. Griggs has purchased the stock of hardware and implements of Smith & Bard, Collins, Missouri.

The Merrifield Follmer Co. have purchased the stock and business of Z. J. Townsend, Middleville, Michigan.

A. J. Edmonds has disposed of his hardware business to Alace D. Adams, Lathrop, Missouri, and will materially add to the stock.

The Norton Hardware Co. is the new name of the business established a half century ago by Charles M. Norton, Lansing, Michigan.



BIG SALES FIELD OPENED BY INTRO-DUCTION OF NEW RAZOR STROPPER



The Burke Manufacturing Company, of Dayton, Ohio, who had for several years been manufacturing an automatic stropper for Gillette blades, have recently entered into an intensive sales campaign and are establishing thousands of new dealers in the hardware field.

The Rotastrop has been sold previously direct by mail, and

has thousands of friends in practically every country in the world.

It is an attractive appearing machine, and of such a correct mechanical design that it is extremely easy to operate and it is almost impossible to get it out of order.

The manufacturers say that the secret of success in a razor stropper lies in the principle of stropping both sides of the edge with quick force, and at the same time holding the blade at such an angle that the bevel will keep its original angle.

It is also essential that the pressure exerted by the strop on the blade be adjusted so that the edge will not curl and form a "wire edge."

It is impossible to open the Rotastrop to insert a blade except when the leathers are in such position that they can't be cut.

Each machine is provided with a small stick of special compound which keeps the leather in perfect condition.

The plan of selling which has been adopted by the company is extremely interesting.

Small advertisements are being run in a large list of general magazines and the inquiries that are received from this advertising are all referred to the dealers in the territory from which they come.

The Rotastrop is put out on a guaranteed basis, both

to the customer and to the dealer.

The sales plan, the liberal profit to dealers and the satisfaction gained from the use of the machine make

it a very attractive proposition to the trade.

Many hardware jobbers have found that this new razor strop offers a splendid opportunity for merchants, both wholesale and retail, and throughout the country are scattered enterprising hardware jobbers, who are selling the Burke Mfg. Co.'s razor strop with profit and satisfaction.

They will be glad to give full information to any of our readers upon request, or give them the names of their nearest distributors.

The Kutner Goldstein Company, Fresno, California, have purchased the Valley Hardware Company, Fresno, of which David F. Appling was manager and chief stockholder. The Kutner Goldstein Company recently lost their stock by fire, and with characteristic energy Mr. Manheim, vice president of the Kutner Goldstein Company, thought it was necessary to secure a hardware and implement stock as soon as possible. They have been large factors in the hardware and implement business for the last forty-five years. They have a large trade in the San Joaquin Valley.

Moreau Aldrich & Co. are successors to the business of C. L. Aldrich at Augusta, Michigan.

ECONOMY IN USING PYREX WARE

The Pyrex Sales Division of the Corning Glass Works direct attention to the conservation effected by the use of Pyrex Baking Ware, which saves metal, as will be evident at a glance; saves fuel, because Pyrex absorbs nearly all the oven heat and requires only about one-half the usual amount of fuel. It saves food, because less expensive foods cooked in Pyrex are appetizing and nutritious.

Aside from this every dealer is authorized to replace any Pyrex dish that breaks in use in the oven.

Their products may be obtained from the leading hardware and house furnishing jobbers throughout the country, or they will be glad to give full information to any of our readers upon request.

The merchant knows that when he is recommending Pyrex he can do so with every confidence that he is do-

ing his customer a distinct service.

ATTRACTIVE RAZOR DISPLAY CASES

The Geneva Cutlery Co., Geneva, New York, furnish to retail merchants a handsome display case for their TRZOTS.

As they mention in their announcement, men are always on the lookout for good razors, and as the cutlery counter in most hardware stores is near the door, where the customer naturally lingers to look around, and wonders if he has forgotten anything, it only needs a suggestion from the salesman to call attention to the edge on the razor and to its value to make a sale.

Every man needs more than one razor. He likes to change off from one razor to another and the Genco Razor is an article that merchants can display and sell with profit and satisfaction, both to themselves and their customers.

BRING PEOPLE TO YOUR STORE

The Hatfield Complete Sharpening Machine is one that many merchants are using to bring people to their store-men with razor blades and women with dull scissors and shears and other articles.

The Hyfield Mfg. Company, of 21 Walker Street, New York, are the manufacturers and have an interesting plan to offer to merchants who install this ma-It is worth while writing them for it. chine.

F. P. Goldsby & Co. is a new enterprise at Clayton, Kansas.

The Breslau Cash Hardware Co., Breslau, Nebraska, report a very satisfactory season's trade and a good outlook.

J. A. & G. W. Fairchild have engaged in business under the name of the Fairchild Bros. Hardware Co., Towanda, Kan.

SPLENDID HELP AND TEACHER

My husband died last Spring and I have been conducting the hardware store he formerly had. I am enclosing renewal of subscription to the HARDWARE World, which I find a splendid help and teacher. California. MRS. NELLIE F. HAYWARD. California.





NEWARK FACTORY OF ALUMINUM GO ODS MANUFACTURING COMPANY, JUST COMP LETED

The Newark branch factory of the Aluminum Goods Manufacturing Company of Manitowoc, Wisconsin, just been completed.

The building is six stories high, one square long, contains 130,000 square feet of floor space, the exterior finish being white coated, concrete columns with brick curtain walls, the last word in fire-proof construction. Part of the factory will be devoted to the manufacture of Mirro Aluminum and other products of the Aluminum Goods Manufacturing Company, which is one of the world's largest concerns engaged in the manufacture of everything in aluminum. A considerable portion of the building will be set aside for government work under a large government contract awarded to this concern. Some three hundred people will be employed at the outset.

The building has been designed with every thought for the comfort and welfare of the workers. In this respect the Aluminum Goods Manufacturing Company has always taken a leading part. Its factories are modern and well lighted, pure air is supplied by means of elaborate blower system, there are comfortable rest rooms for women, hospitals in charge of competent nurses, toilet equipment is the newest and best.

A quarter century ago the Aluminum Goods Manufacturing Company was a one-man concern. Today it

numbers some twenty-five hundred people in all twelve hundred at the Manitowoc plant, eleven hundred at the two plants in Two Rivers, Wisconsin, and two hundred at the present Newark plant, while the capacity of this new plant in Newark will probably reach one thousand people.

A number of workers have been with this Company since its establishment. A community spirit prevades

the entire organization.

Climaxing a quarter century development has come Mirro Aluminum, known throughout the country for its many features of convenience, utility and durability. And it is but just to say that such a building as pictured above reflects contented workmanship and worthy development just as the product has come to reflect good housekeeping.

MAKE KEYS IN YOUR OWN STORE

Every merchant has calls for duplicate keys. The Precision Machine & Tool Co., of Allentown, Penn., offer a machine that is automatic in operation, requires no experience or skill to make duplicate of any Yale type of key.

One of these in your store would bring you

new trade.

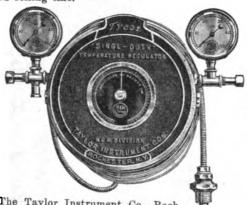
Peter Bush has purchased the hardware stock of W. S. Goode, at McDoel, California.

M. W. Duncan, who has been connected with the L. L. Beal Hardware Co., Red Bluff, California, has purchased the business and has now taken possession. He plans to add to the stock and increase his facilities.



A SPLENDID SELLING LINE

Merchants who are not selling Thermometers, Barometers, Hydrometers and what is known as the Tycos Regulators, are overlooking a profitable and rapid selling line.



The Taylor Instrument Co., Rochester, New York, are manufacturers of registering and recording thermometers, which are needed by every business man, every family, every household.

The Tycos Regulator is an absolutely correct heat regulator for dryers, cookers, retorts and water systems and will help the owner save fuel.

Another profitable selling article is the Tycos Chargemeter, which is the surest and simplest method of determining the condition of a storage battery, being a standard grade for service station or garages. There is a splendid opportunity for the sale of these.

Cunynghame's Frost Predictor is also manufactured by them, and every farmer and rancher has use for such an instrument.

Other instruments for use in home canning, baking and candy making are made.

Woodward, Clarke & Co., Portland, Oregon, are the distributors for these products and will be glad to give full information to any of our readers upon request.



P. & F. Corbin have added to their line their No. 1963, 134-inch brass or bronze knob with slender shank and 2-inch rose, made in the same

outline as a handwrought

knob and rose which were high in favor in early Colonial days. It is especially suited for the inside doors of Colonial and Dutch Colonial homes. screws which attach the rose to the door are concealed in a recess beneath the end of

the knob shank. The spindle is 3-16 inch in diameter and is not adjustable. The thickness of the door must be known to properly fill an order.

Often what is gospel to one generation is superstition to a later.



A YARD OF GARAGES

This is the title of an interesting, attractively illustrated folder, showing the actual installations of "Slidetite" and other types of Garage Door Hardware made by the Richards-Wilcox Mfg. Co., Aurora, Illinois.

Under each picture there is descriptive matter stating the kind of garage, the style of hardware on which the doors are hung, and giving information that a merchant will find much help to him in making sales as well as showing the proper method of installation.

A Good Sale Help

A Yard of Pictures, showing actual installations of "Over-way" Carrying Systems in manufacturing plants, public garages, paper mills, fruit storage ware-houses and other establishments where "Over-way" Carrying Systems are now giving service, has been issued by the Richards-Wilcox Mfg. Co., of Aurora, Illinois.

There is an increasing demand for the installation of such systems, and where one has the actual photograph showing these installations and the uses to which they can be put, it is a splendid help in making sales.

These folders give the hardware merchant a graphic means of showing his customers R-W hardware under actual working conditions and furnish him sugges-tions as to how he may apply the hardware most advantageously to his buildings. They are valuable for counter use, envelope enclosures, window displays,

etc., etc.

Many merchants find this a great help to them

and the only needs a suggestion from in making sales, and it only needs a suggestion from you to the Richards-Wilcox Mfg. Co. for you to be amply supplied.

The Richards-Wilcox Mfg. Co. will be glad to give full information to any of our readers upon request.

FOR SALE

National Cash Register, No. 452, 6 clerk keys. 1c to \$99.99, used two years. McCaskey Credit System. 420 accounts, 2 banks with Cashier Window. Used three years (3). Warren Hardware Shelving. Good urangement for any hardware store, 56 feet long. Used five years. Large Fireproof Safe. Inside measurement, 15 inches deep, 27 inches wide, 39 inches high. One new No. 216 Globe Base Burner.

All of the above are in first class condition.

J. C. HOLCH HARDWARE CO., Gilman, Ill.



Business Opportunities

We can sell your business for each no matter where located. No publicity; describe fully in first letter. All correspondence confidential. Herbert, Webster Building, Chicago, Illinois.

WANTED

Hardware and implement salesman who is willing to make good. Country town. State experience and salary wanted. Address "A. G.," care HARDWARE WORLD.

PLUMBERS WANTED

First class men, \$8.00 for eight hours. Steady employment. Ideal climate. No labor troubles. Must affiliate with the unions.

Address A. M. Goddard, Tacoma, Wash.

POSITION WANTED

By an experienced hardware man, who can fill a place full. Have had nine years' experience. Married and can furnish best of references. Address "P. A. C.," care HARDWARE WORLD.

FOR SALE.

Clean hardware stock in the best terminal port city in Southern California.

Will invoice \$15,000.00 in merchantable hardware. For particulars write.

Address: HARDWARE WORLD.

FOR SALE

Old-established plumbing and sheet metal business in city of 5,000. Centrally located in U. S. Reclamation project. Best farming, mining and commercial trade. \$2,500.00. Address "X," care HARDWARE WORLD.

GOOD, RELIABLE HARDWARE MAN WANTED

We want a good reliable hardware man, capable of taking charge of the buying as well as the selling end. We should like him to have some knowledge of implements. Salary \$125 per month. Give full particulars, such information as you would want were the position reversed. Address G. F. Company, care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

FOR SALE

Owing to the continued ill health of the owner, will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. Will give a discount from cost for eash. If wanting a hard-ware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Calif.

WANTED

Second-hand 30-inch Tinner's Forming Rolls. dress H. Arons, 2602 Elm Street, Dallas,

WANTED

To hear from owner of good Hardware Store for sale. State cash price, description. D. F. Bush, Minneapolis.

FOR SALE Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address "W. C.," care HARDWARE WORLD.

FOR SALE

Old established Hardware business doing forty to fifty thousand dollars business a year. In one of the best towns in Northern San Joaquin Valley. Stock will run twelve to fifteen thousand dollars. Address "L. H." care HARDWARE WORLD.

FOR SALE

All or part of an established hardware business, located in best town in Southwest Texas. Best reasons for selling. Long lease on building.
Address "C. H. S.," c/o HARDWARE WORLD.

TINNER WANTED

A first class, sober, reliable sheet metal and furnace man. One who can do estimating. In one of the best little cities in Central California. Opportunity to Opportunity to State salary invest in the business if wanted. State sals wanted. Address "L. C." care HARDWARE WORLD.

FOR SALE

A stock of general hardware and implements in a small town in Southern Idaho, stock will invoice about \$10,000. The real estate will amount to about \$3,000.00. The business from February 1st to October 1st of this year was \$30,000.

Address "Idaho," care HARDWARE WORLD.

BUYER AND SALES MANAGER WANTED

We have a splendid opening for an experienced hardware buyer and sales manager, to conduct a retail store in one of the largest and most progressive cities of the Pacific Northwest.

We believe this is an unusual proposition for a high grade man of experience and ability. We believe he would take more interest in the business by having a small investment in it, although this is not absolutely

We want a man of the highest grade, A-1 moral character, good personality and address, and must know the business. For such a man there is a splendid opening.

Address Retail Manager, care HARDWARE WORLD.

FOR SALE

General Hardware Stock, Auto Accessories and Fixtures. Located in one of the best oil field towns in Northwest Texas. Also in a good farming and cattle country. Stock inventory last January was \$20,000. Fixtures, \$2,500.00. Sales last year, \$92,000. Sales first eight months of this year, \$90,000. This is a clean, up-to-date stock and the business was established seven years ago with a \$2,000 stock. Will sell at invoice price. No trades considered. Have lease on store building. Address 1304 18th street, Wichita Falls, Texas.





Today is the Gateway of Opportunity. So is tomorrow. But even a wide gateway is of little avail unless we keep ourselves in physical condition to enter into the larger openings beyond.

Many a man is where he is in a business way just because he followed the line of least resistance and did the thing that was seemingly inevitable, but no man need remain indefinitely a square peg in a round hole if he knows what he really wants.

To know, is to have taken a step toward achievement. To be ready to take advantage of each favorable circumstance, to make the most of one's self, is to go a long way toward finding one's self in the right place after all.

Excuses are of little value to anyone except the man who makes them. To him they are mere "blinders." What the world wants is results and the evidence—indisputable evidence that you can make good.

Short cuts are all right provided no interest is permitted to suffer by the shorter process. Sometimes the shortest cut of all is the way that requires painstaking and thoroughness.

If the man who blames the other fellow for his lack of success would only spend the same amount of gray matter honestly analyzing his own cause of failure, he would have no reason for excuses at all.

Hard knocks, obstacles and real difficulties never put those who are truly great in a business way down and out. They may halt them, but every last one of them will "come back" stronger than ever. The weaklings, of course, do not stand the test and are eliminated from the race.

What are your advantages? Take a pencil and tabulate them. First, as a business man; second, as a public-spirited citizen; third as a Christian gentleman. What are you doing with these opportunities? Are they, as far as you are concerned, an advantage or, through neglect, a disadvantage?

SUCCESS IS FOR SALE

You want success. Are you willing to pay the price for it?

How much discouragement can you stand?

How much bruising can you take?

How long can you hang on in the face of obstacles?

Have you the grit to try to do what others have failed to do?

Have you the nerve to attempt things that the average man would never dream of tackling?

Have you the persistence to keep on trying after repeated failures?

Can you cut out luxuries? Can you do without things that others consider necessities?

Can you go up against skepticism, ridicule, friendly advice to quit, without flinching?

Can you keep your mind steadily on the single object you are pursuing, resisting all temptations to divide your attention?

Are you strong on the finish as well as quick

at the start?

Success is sold in the open market. You can buy it—I can buy it—any man can buy it who is willing to pay the price for it.

CULTIVATE YOUR P'S

To those who would like to read a fine book of the self help order, I recommend that they get a dictionary and read the letter "P." It is a rich mine of valuable success nuggets. Here are some of them:

Power, patience, poise, persistency, punctuality, perserverance, pluck, purity, prudence, purpose, peace, principle, painstaking, push, plan, patriotic, pay, produce, perfection, play, plug, polite, polish, practical, profit, progressive, prompt, prosper, public-spirited.

Dig deeper and you may find more. The man who has these doesn't need to bother much about the rest of the alphabet.

It is all right to have men of vision, when they are men of action. It is all right to have men of words when those words are put into effect, but we have proved to our sorrow that words are of no avail in dealing with the Germans.

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Much Depends on Quality

"Our Faultless"

Plumbing and Heating Supplies

Quality is uppermost. Coupled with this is the prompt and thorough SERVICE we are equipped to render in every transaction entrusted to us.

M. L. KLINE

30 Years Wholesaling Plumbing and Heating Supplies in Portland

84, 86, 87, 89 Front Street - Portland, Oregon

Garden Hose Valves

OF-

Recognized Quality

Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



The Uncertainty of a Sure Thing

(By Harry Gale Nye)

OES anybody ever come into your place of business with a sure thing? They come to see me once in a while, and are so full of confidence, or something else that works just the same, but smells worse, that it is hard for a man with a confiding nature to resist them. So it is a good thing for one to



have a few formulae, and tests, and grips, and passwords to be used at such a time to make sure that no gilt edge stock gets into our midst or ground floor proposition passes the outer portal.

Personally I am always ready to listen to the man who offers an investment that has an element of risk in it. That kind of a proposition always looks like it might win, and if it wins it seems likely that those who took the risk will reap the reward. It takes nerve to go into a thing like that; but one reason for going into it is the fact that it takes nerve to ask you to. If a man is willing to take a chance on being turned down he must have some confidence in the scheme. But the man who is so afraid of a turn-down that he doesn't dare peddle anything but a certainty, has lost my confidence before he even shows his goods.

The sure-thing investment is like the gun that isn't loaded. When you don't know whether the gun is loaded or not, you treat it with respect it deserves. A wise man, for the matter of that, always treats any gun with respect. There is only one place to be when a gun enters into the discussion, and only one place to be if it happens to be a mule instead of a gun. With a gun that place is behind it, and with a mule, in front. This rule, if consistently followed, would materially reduce the number of widows and orphans in this country, although it might take a good deal of the joy out of being a mule.

Tell a man that a gun is loaded and may unload any minute, or tell a man that a mule is the same, and he will generally keep the stock near him and the barrel pointed in your general direction during the conversation. Or, if it is a mule, he will lead, and let you drive. But tell him that the gun isn't loaded and that the mule is just like one of the family, (without necessarily mentioning which one) and before night the reporter will be asking what relatives he leaves, and the coroner will be swearing in a jury. There is no such thing as

an unloaded gun, or a denatured mule. There is no such thing as a sure thing.

But the sure thing investment works like the empty gun and the mule with a Christian character. Each abuses our confidence at the first opportunity. It takes advantage of our misplaced confidence and fills us full of birdshot or hoofmarks or regret. It lets us look down the barrel, or point it at some uninsured member of the family, or if it is a mule, it lets us toy with its tail, and seems to make no protest; and then some day we wake up in the New Jerusalem, or your mother-in-law does; or if it is a mule, we come to in some other precinct, and have lost our legal residence, and possible some teeth and hair, and considerable of our confidence in mules as a class.

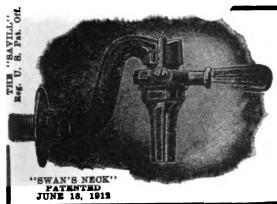
The sure thing investment says right off the reel that you can't lose. All that remains for you to do, therefore, is to wait for the merry Springtime, and your quarterly dividends. But instead of the merry Springtime you may get only the merry ha-ha. Then, and not till then, you realize that there is nothing so uncertain as a sure thing. Then you learn that the time to spend dividends is after they are earned year, verily, after they are earned, declared and paid.

So, if a man comes into your office with a proposition and says that he does not see how you can lose, if you have the time try to show him how you might at that. Tell him about the mule that was fondled by the whole family, and reciprocated by adding a bunch of orphans to the U. S. census. Tell him about the gun that wasn't loaded but that nevertheless snuffed out one of the bright lights of the community. Tell him about the \$11.65 that you invested in three-cent mining shares seven years ago that never brought you a darned cent.

Tell him that if he wants you to tell which shell the little pea is under, or to bet that the card in your hand is the king of hearts, and not the seven of spades, you will take a chance, for even the best of them make a mistake about once in a million years, and this might be the time. Even offer to pick the winners without knowing the condition of track or weather, because it wouldn't make any difference if you did—but if he tries to sell you an interest in the biggest money maker the world has ever known, tell him you have too much sporting blood in your system, and are too much of a speculator at heart, to want to get down on any sure thing.

I never knew but one man who liked to see these sure-thing promoters come into his office. He not only never bought any of their stocks, but before they got out he always sold them some of his own.

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The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Pauces ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or opene to full stream and shuts off in fraction of a minute.

"SAVILL" Faucets are a profitable and most satisfactory Investigate now

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS, SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON, San Francisco, Cal., and Les Angeles, Cal.



List Price, Each \$16.00 Ask for Discount

WATCH YOUR STOCK OF

C. & L Fire Pots and Torches

And be in position to supply the demand promptly. There will be many rush orders for emergency work and prompt service counts. With C. & L. Fire Pots and Torches you can do No. 32 Torch, your work quicker and better, with a great big saving in fuel expense. All leading jobbers will supply at factory prices. Send for catalog-it's free.

CLAYTON & LAMBERT MFR. CO., Detroit, Mich., U. S. A.

Best Results with TURNER

Double Jet . . HOT BLAST MARK



TORCHES and FURNACES

No other line that equals. All progressive jobbers handle Turner appliances. Ask for catalog showing latest improvements. Look up your stock and be prepared for cold weather.

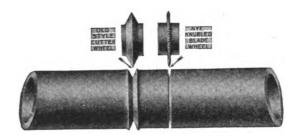
The Turner Brass Works Sycamore, Illinois, U. S. A.



"I'm Nye the Die Man"

Save a Penny a Minute And Your Immortal Soul!

They Cut Without Cuss Words



Made in All Sizes to Fit All Standard Makes of Pipe Cutters

THE NYE TOOL & MACHINE WORKS

108-128 N. Jefferson Street, Chicago, Illinois

UNLAWFUL TO BATHE IN 1863

Bathtubs are so common today that it is almost impossible to imagine a world without them. And yet the first American bathtub was installed and dedicated so recently as December 20, 1842, and, for all I know to the contrary, it may be still in existence and in use, says the New York Mail.

Curiously enough, the scene of its setting up was Cincinnati, then a squalid frontier town. But Cincinnati, in those days, as in these, contained many enterprising merchants, and one of them was a man named Adam Thompson, a dealer in cotton and grain. This trade frequently took him to England, and in that country, during the '30s, he acquired the habit of bathing.

The bathtub was then still a novelty in England. It had been introduced in 1828 by Lord John Russell, and its use was yet confined to a small class of enthusiasts. Moreover, the English bathtub, then as now, was a puny and inconvenient contrivance—little more, in fact, than a glorified dishpan—and filling and emptying it required the attendance of a servant. Taking a bath, indeed, was a rather heavy ceremony, and Lord John in 1835 was said to be the only man in England who had yet come to doing it every day.

Thompson, who was of inventive fancy—he later devised the machine that is still used for bagging hams and bacon—conceived the notion that the English bathtub would be much improved if it were made large enough to admit the whole body of an adult man, and if its supply of water were admitted by pipes from a central reservoir and run off by the same means.

There was then, of course, no city water supply, at least in that part of the city, but Thompson had a large well in his garden, and he installed a pump. This pump, which was operated by six negroes, much like an old-time fire engine, was connected by a pipe with a cypress tank in the garret of the house, and here the water was stored until needed. From the tank two other pipes ran to the bathroom. One, carrying cold water, was a direct line. The other, designed to provide warm water, ran down the great chimney of the kitchen and was coiled inside of it like a giant spring.

The tub itself was of new design and became the grandfather of all the bathtubs of today. Thompson had it made by the leading Cincinnati cabinet maker, and its material was Nicaraguan mahogany. It was nearly seven feet long and fully four feet wide. To make it watertight, the interior was lined with sheet lead, carefully soldered at the joints. The whole contraption weighed about 1750 pounds, and the floor of the room in which it was placed had to be reinforced to support it. The exterior was elaborately polished.

In this luxurious tub Thompson took two baths December 20, 1842, a cold one at 8 a. m. and a warm one sometime in the afternoon. The warm water, heated by the kitchen fire, reached a temperature of 105 degrees. Christmas Day, having a party of gentlemen to dinner, he exhibited the new marvel to them and gave an exhibition of its use, and four of them, including a French visitor, Colonel Duchanel, risked plunges into it. The next day all Cincinnati had heard of it, and the local newspaper described it at length, and opened their columns to violent discussions of it.

On the one hand it was denounced as an epicurean and obnoxious toy from England, designed to corrupt the democratic simplicity of the republic, and on the other hand it was attacked by the medical faculty as dangerous to health and a certain inviter of "phthisic, rheumatic fevers, inflammation of the lungs and the whole category of zymotic diseases."

The noise of the controversy soon reached other cities, and in more than one place medical opposition reached such strength that it was reflected in legislation. Late in 1843, for example, the Philadelphia Common Council considered an ordinance prohibiting bathing between November 1 and March 15, and it failed of passage by but two votes. During the same year the Legislature of Virginia laid a tax of \$30 a year on all bathtubs that might be set up. In Hartford, Providence, Charleston and Wilmington, Del., special and very heavy water rates were levied upon those who had them. Boston early in 1845 made bathing unlawful except upon medical advice, but the ordinance was never enforced and was repealed in 1862.

HE KNEW IT ALL

A merchant who was old and wise And had his pile all made, Advised a neighbor to subscribe To journals of the trade.

The neighbor said no, not a cent On this trade journal trash; He wouldn't take one as a gift, He'd rather have the cash.

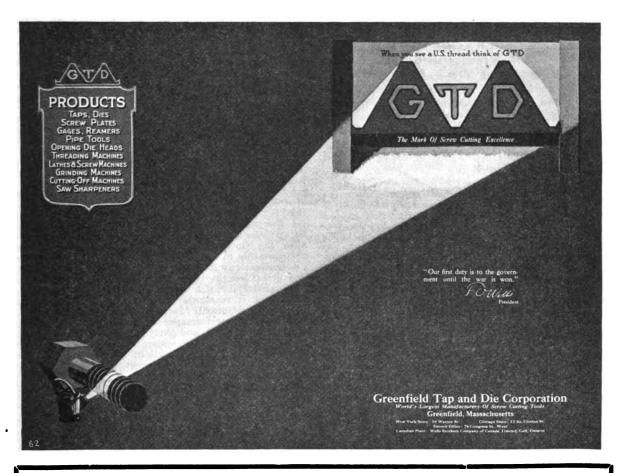
No editor could tell him how
His business should be run,
He guessed he'd stick to doing things
The way he'd always done

That fellow busted in a year,
The sheriff sold him out,
And he, no doubt, is wondering yet
Just how it came about.

A MILITARY RESURRECTION

The following was taken from an article written as an invitation to a Grand Army reunion:

"Any comrade who fought, bled and died for his country, wishing to give a little reminiscence of army life will have the privilege of doing so."



The Banner of Merit

SHOWING

The Official Award Ribbon

of the

Medal of Honor
AWARDED

Trimo Tools

AT THE

Panama - Pacific International Exposition

SEND FOR CATALOGUE NO. 777







"Honor Awarded Means Merit Rewarded"

IF THE GOVERNMENT TAKES GOODS YOU BOUGHT, FIND OUT WHETHER YOUR SELLER SOLICITED THE GOVERNMENT ORDER

(Copyright by Elton J. Buckley)

A few weeks ago I wrote an article on what to do when the Government took for its own use goods a private buyer had bought. This is happening all over the United States and is playing the dickens with buying contracts. The letter which I reproduce below is inspired by the article referred to:

Paterson, N. J.

I read with interest your article on cases where the Government takes goods which have been sold to other people. We have had several cases like that happen to us and we also know where they have happened to dealers in other lines. It seems as if the dealer ought to have some redress. He places an order for goods which is accepted and then goes out and sells against it, and then is notified that the Government has taken the goods and there is none for him. I have received information recently that there have been a lot of such transactions where the Government would not have taken the goods unless the manufacturer had solicited the order. It such cases it does not seem fair that the manufacturers should be able to get out of his contract in such a way. Would this make a difference in law, whether the manufacturer solicited the order or where the goods were simply seized by the Government? have had a case in which we were put to a large loss, in which we bought goods we greatly needed, but where the firm that sold them to us said they could not deliver because the Government had taken the goods. A salesman told me that the Government had no intention of taking the goods until the firm solicited the order.

M. C. M. & CO.

Before discussing the letter let me say, in order to make the subject clear, that the substance of what was said in the former article was this, that where A has contracted to sell B certain merchandise, and before A has had a chance to deliver, the Government notifies A that it must have those goods for war purposes, the deal with B is off, and B has no claim against A for violation of contract. This is the law whether the Government actually commandeers the goods in the manner provided by law, or makes a demand or request for them which, though not following the exact form of commandeering, is nevertheless peremptory, and therefore amounts to that.

But that is not the law at all if A goes to the Government and solicits and gets an order for the merchandise he has previously sold to B. In that case A is just as responsible for violation of contract as if A, after selling the goods to B, sold them again to C, another individual. Here is the law right on this point from a case just decided by the United States Court:

If before or after war was declared a party, A, entered into a contract with another party, B, to make and deliver to him goods, such as the Government requires for army or navy use, and after the passage of the acts of Congress the United States Government, being at war, came in and ordered or directed such party, A, to make goods of the nature and kind referred

to for it, and compliance with such requirement of the Government required the entire output of the factory of such party thereafter, all it could reasonably produce, it was the duty of such party to comply with such Government order, and if compliance therewith made it impossible for such party to comply with its contract with such other party, B, according to its terms and within the time specified, and B, on being notified of the inability to so perform, declared the contract ended, he cannot recover damages for non-performance by A. The same rule applies in case of a contract made after the enactment of such statutes; a state of war existing.

In such case or cases it is clear that, under the provision of the act of Congress referred to, performance by A within the time required by the contract was made impossible by the act and requirements of the United States Government. But if party A, thinking it more profitable or patriotic to work for the Government than in the performance of its existing contract with B, voluntarily sought a contract with the Government and offered its services for compensation in the manufacture of such goods as the Government required and voluntarily entered into such a contract sought by it with the United States, the performance of which demanded and required its entire output, all it reasonably could produce, and party A, thereupon voluntarily declined or refused to proceed further in the performance of his contract with party B, he is not excused, and party B may recover or offset, and counterclaim his damages, if any. In such case non-performance is the result of his voluntary act or acts, not that of the Government, and he acts under no compulsion whatever.

That is the law in a nutshell—if the seller, without action on his part, is told by the Government he must deliver previously sold goods to it, nobody who had bought from such seller has a right to complain; but if the seller solicited the business from the Government and by getting it had made it impossible to fill his contracts with private buyers, then every one of those private buyers can recover damages for non-performance of contract. I have personally heard of a large number of cases in which private buyers of goods were thrown down by their seller, wholly or in part, on the plea that the Government had taken the goods, but in which the seller had deliberately gone in and gotten the Government to give them orders at a higher price than private buyers had agreed to pay. Every buyer put in this position should make it his business to learn just how the Government took the goods.

Count Burain, former foreign minister of Austro-Hungary, is in favor of "peace by understanding." That's all right, Count, you'll understand it all right when the Allies get through with you.

THE COMMA LEFT OUT

A woman whose husband was going to sea handed the minister a written request for prayer. It said: "A man going to sea, his wife desires the prayers of the congregation."

This notice was copied by a poor typewriter, and appeared: "A man going to sea his wife desires the prayers of the congregation."



There's No Need to Weep

because there's only a small amount of building being done.

Go out after the remodeling business. That's where the live plumber can clean up big. No close competition on bids. All you have to do is to sell them the idea that their old-fashioned plumbing fixtures are unsanitary and inconvenient.

We'll furnish you with newspaper electros, slides, blotters and all the advertising helps you can profitably use. No charge.

Write our Advertising Department for complete information.



PLUMBING FIXTURES

Main Office and Show Room 67 New Montgomery St. San Francisco, Calif. FOR SALE BY ALL JOBBERS

Factories
Richmond and
San Pablo, Cal.



is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



THE WILL TO RISE

Orison Swett Marden brings out some mighty fine suggestions in this:

"I have heard young married men say that they are not earning more than they did before marriage and that their increased expenses make any considerable degree of success abso-

lutely impossible.

"Others write of being tied down to uncongenial employment in small towns where there is no chance to rise, where there are no great opportunities. They say that even by hard work they cannot hope to earn more than just a fair living. Some have invalid relatives to support and others have old debts to pay. They all seem to have some excuse for not rising in the world.

"In some cases the writers cannot define or specify what keeps them back, but they feel that there is something and call it fate or hard luck. Perhaps these are the most bitter complainers of all. Others tell what wonderful things they would do if they could only cut the cords which hold them back and get free from the shackles which bind them to uncongenial work or compel them to support others.

"Do not hypnotise yourself with the idea that you are being kept down. Do not talk such nonsense. Nobody of any sense would believe it. People will only laugh at you. Only one thing is keeping you down, and that is your-

self.

"Progressive employers are always looking for the exceptional man or woman, the one who can step out from the crowd and do things in an original way, who can economize in processes, who can facilitate business. They are always looking for the earmarks of leadership, of superior ability.

"They are looking for the progressive employee with new ideas who can help them to be more of a success. They know very well that they can get any numbers of automatons, multitudes who will do a thing just well enough to keep their places—but they are looking for originality, individualty, for up-to-date meth-

ods.

"They want employees who can put things through with vigor and determination, without lagging, whining, apologizing or asking questions. Nothing can bar the advancement of employees of this kind. Nobody can keep them down.

"If by chance someone above you is actually trying to prevent your promotion for selfish reasons, it ought to be very flattering to you to know that he is trying to keep you back, and should make you all the more determined to get ahead. It is a pretty good indication that there is some reason for his fear and that you have material in you for a better place.

"It is the aggressive man, the determined pusher, the man with nerve and grit, who seizes

the prize for which you are waiting. Fortune never comes to you. You must meet her half way. She will never move until you do. You must be aggressive. You cannot succeed without persistent determination and continuous efforts."

"I WILL!"

"I Will" has a spirit that nothing daunts: Once he gets his eye on the thing he wants He rolls up his sleeves, and he pitches in With a splendid zeal that is bound to win.

"I Will" never hesitates lest he fail— In his heart he's sure that he will prevail. No mountain can halt him, however high; There's no task so hard but he'll have a try.

"I Will" sets his teeth when things start off wrong:

He just grins, and mutters: "This can't last long.

I'll take a fresh start, and Adversity Will be going some if he catches me."

"I Will" has a punch hid in either hand; He has training, strength, and a heap of sand; He swings his hard fists in the world's grim face.

And he bangs away till the world gives place.

"I Will" understands in his own strength lies The one chance he'll get at the things men prize. Discouragement, failure—nothing can chill The stout heart of him who declares, "I Will!"

PACIFIC PUMP & SUPPLY CO.'S NEW CATALOG

The Pacific Pump & Supply Co., San Francisco, have recently issued their new catalog, a book of over a hundred pages, which very completely illustrates and describes their line of Hand, Windmill and Power Pumps, Star Windmills, Leader Water Systems, Fuller & Johnson Gasoline Engines, Iron Pipe, Fittings, Valves, General Water Supply Goods.

The Pacific Pump & Supply Co. have had years of experience, are specialists in their line, and have a corps of men associated with them who understand all the problems that are likely

to arise in such lines.

They will be glad to send catalogs to any of our readers upon request, and give them any further information desired at any time.

Charles Hinman has moved his plumbing shop, known as the Escondido Plumbing Co.. to a new building, which will give them increased facilities.



A SPLENDID SUGGESTION

The Pacific Sanitary Mfg. Co., offers a splendid suggestion in their advertising this month to every plumber. Suppose there is not much building being done, there is a vast amount of remodeling going on, here is where many live plumbers are getting business and good business, too.

Many plumbers are making house-to-house canvass in their community and section, showing housewives the advantages of saving in doctor bills in having Sanitary plumbing

equipment.

Don't depend upon the boards of health and officials to educate your customers, do some of it yourselves, and you will benefit them as well as make business for yourselves.

DESTROYING AN ASSOCIATION

When an organization ceases to get the co-operation and interest of its members, it becomes stagnant and soon passes out of existence.

Oftentimes members of an association fail to realize this until it is too late, and then they wish they had played a more important and active part in the affairs of their organization.

Ten ways to kill an association have never been better stated than the following:

1. Don't come to the meeting.

2. But, if you do come, come late.

3. If the weather doesn't suit you, don't think of coming.

- 4. If you do attend a meeting, find fault with the work of the officers and other members.
- 5. Never accept an office; it is easier to criticize than to do things.
- 6. Nevertheless, get sore if you are not appointed on a committee, but if you are, do not attend the committee meetings.
- 7. If asked by the chairman to give your opinion regarding some important matter, tell them you have nothing to say. After the meeting tell everyone how things ought to be done.
- 8. Do nothing more than is absolutely necessary, but when other members roll up their sleeves and willingly, unselfishly use their ability to help matters along, howl that the association is run by a clique.

9. Hold back your dues as long as possible, or don't pay at all.

10. Don't bother about getting new members. "Let George do it."

Why should there be "negotiations" to consider terms of peace? What negotiations and terms did Germany impose upon Belgium and France, when she invaded and destroyed—what consideration did she show when she started out to terrorize and destroy by every conceivable, foul means a peaceful and god-fearing people?



HE popularity of this guaranteed Crescent Hamr-Handl screw-driver is steadily growing.

—because—like all Crescent tools it is made from the best materials obtainable, and is made for real work and not for show.

—and because, anyone who has used the convenient, adjustable feature explained above will never be without a Crescent screw-driver if they can help it.

Try one yourself. Recommend them to your customers. They bear the Crescent Guarantee.

3 Sises — retailing at 65d— 70c — 75c Get them from your jobber



CRESCENT TOOL CO. Jamestown, N. Y.



Table for finding per cent of delivery cost.

				A	VER	AGE C	ROSS	AMOU	JNT C	F BUS	SINESS	PER	WEEK			
.]		\$200	\$300	\$400	\$500	\$600	\$700	\$800	\$1000	\$1200	\$1500	\$1800	\$2000	\$3000	\$4000	\$5000
COST	\$ 5.00	242%	135%	11/4%	1%	3/6 of 1%	4, of 1%	5% of 1%	1/2 of 1%	1/12 of 1%	1/3 of 1%	%s of 1%	1/4 of 1%	1/6 of 1%	1/8 of 1%	% of 19
- 1	10.00	5%	31/3%	21/2%	2%	12/3%	13/1%	11/4%	1%	% of 1%	3 of 1%	1/9 of 1%	1/2 of 1%	13 of 1%	V4 of 1%	1/s of 19
DELIVERY	15.00	71/2%	5%	33/4%	3%	21/2%	21/1%	17/8%	11/2%	11/4%	1%	5/8 of 1%	34 of 1%	1/2 of 1%	3% of 1%	% of 19
ξÌ	20.00	10%	634%	5%	4%	31/3%	24/1%	21/2%	2%	13/3%	11/3%	14,%	1%	35 of 1%	1/2 of 1%	3/s of 19
园	25.00	-	81/3%	61/4%	5%	41/6%	34,%	31/8%	21/2%	2/12%	134%	13/18%	11/4%	% of 1%	% of 1%	1/2 of 19
P-1	30.00	15%	10%	71/2%	6%	5%	43/19/0	33/4%	3%	21/2%	2%	12/3%	11/2%	1%	34 of 1%	1/3 of 19
WEEKLY	35.00	171/2%	113/3%	83/4%	7%	54.%	5%	43/8%	31/2%	21/12%	21/3%	117/18%	13/4%	11/6%	% of 1%	1/10 of 1
M	40.00	20%	131/3%	10%	8%	62/3%	54,%	5%	4%	31/3%	23/3%	21/9%	2%	11/3%	1%	1/5 of 1
병	45.00	-	15%	111/4%	9%	71/2%	61/1%	53/8%	41/2%	33/4%	3%	21/2%	21/4%	11/2%	11/8%	% of 1
₹1	50.00	25%	163/5%	121/2%	10%	81/3%	74,7%	61/4%	5%	41/6%	31/3%	21/9%	21/2%	134%	11/4%	1%
VER	55.00	-	181/3%	13%%	11%	91/6%	76/1%	61/8%	51/2%	41/12%	33/4%	31/8%	23/4%	13/4%	13/8%	134%
1	60.00	30%	20%	15%	12%	10%	81/1%	71/2%	6%	5%	4%	31/4%	3%	2%	11/2%	14,5%
SHOW	65.00	_	2135%	161/4%	13%	101/2%	94/2%	81/8%	61/2%	51/12%	41/5%	811/18%	31/4%	24.%	15/8%	11/10%
2	70.00	35%	2314%	171/2%	14%	1134%	10%	83/4%	7%	54.%	435%	3%%	31/2%	21/3%	13/4%	17,5%
2	75.00		25%	183/4%	15%	121/2%	104,%	93/8%	71/2%	61/4%	5%	41/6%	33/4%	21/2%	134%	11/2%
FIGURES	80.00	40%	261/3%	20%	16%	131/3%	111/1%	10%	8%	62/3%	51/4%	44,9%	4%	23/5%	2%	14,%
	85.00	421/2%	281/3%	211/4%	17%	141/6%	121/1%	103/8%	81/2%	7412%	534%	411/18%	41/4%	24,%	21/8%	11/10%
K	90.00	45%	30%	221/2%	18%	15%	126/2%	111/4%	9%	71/2%	6%	5%	41/2%	3%	21/4%	14,5%
3	95.00	4714%	3134%	233/4%	19%	153/6%	134,%	111/8%	91/2%	711/12%	61/3%	5%,%	43/4%	31/6%	23/8%	1%%
	100.00	50%	331/5%	25%	20%	16%%	141/1%	121/2%	10%	81/3%	634%	54,9%	5%	31/3%	21/2%	2%
THESE	125.00	621/2%	4134%	311/4%	25%	201/4%	17%%	153/8%	121/2%	10%,%	81/4%	611/18%	61/4%	44%	31/8%	21/2%
F	150.00	75%	50%	371/2%	30%	25%	211/2%	183/4%	15%	121/2%	10%	81/4%	71/2%	5%	33/4%	3%

The table above shows at a glance what "per cent" a merchant's delivery service is costing him, based on the volume of business he does, is from Profit Pointers.

All these figures are intended to represent an average week's business—not monthly or yearly—not the busiest, not the dullest week.

The following items of cost must be included in the delivery "cost" for the week.

Wages of drivers and their assistants; hay and feed-horseshoeing; gasoline, auto license, tires; oil and grease; repairs and depreciation of delivery equipment; rent of stable, or garage, whether owned or leased; express, parcel postage; Merchants Union delivery charges.

Directions: Find the amount in the left column of heavy black figures which represents the average weekly delivery cost—then run an imaginary straight line to the right until you are immediately under the heavy black figures which represent the average weekly business. The figures in the square at the intersection of these two imaginary lines tell you what per cent of the business is being spent for delivery service.

Example: Say the business runs \$600 an average week and the delivery cost for the same period is \$20.00. Run your finger down the column under the heavy black figure "600.00" until you are directly opposite "20.00" in the heavy black figure column at the left of the page, the figures in the square at the intersection show that the delivery costs are 3 1-3 per cent of the business done. In some cases the "per cents" are not to the exact, smallest fraction, but they are accurate enough in each instance for the purpose designed.

HERCULES COLD SOLDER

Hercules Cold Solder made by the Freiden Mfg. Co., San Diego, Cal., is guaranteed to mend holes, cracks or leaks in any kind of metals, aluminum, granite ware, tin galvanized ware, brass, iron, lead, gas, steam and water pipes.

It will make pipe joints tight and stop leaks and cracks in cylinders, gas tanks and auto-

mobile radiators.

Their products may be obtained from leading hardware, house furnishing and automobile accessory jobbers, or they will be glad to give full information to any of our readers upon

This is an article a merchant can recommend with confidence that it will please his customers and they will come back for more.

Remember that you have a duty to yourself, no matter how your environing circumstances may shape themselves. Your duty is to be physically fit, to be clear of brain, to be cheerful and optimistic and under all circumstances to do your best.

The big, red-cheeked apple on the fruit stand at the corner has a price of its own; so has that trip you have thought of taking; likewise the new piece of machinery or fixture or coveted membership in a certain club. Everything has its price. The point for you and me to determine is, is the thing we want worth what is asked for it? If it is, we can afford it; if it is not, the only thing to do is to pass it by.

YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK



They can be had for top supply, bot-m supply, end supply, bottom supply w down and high low down, with They can be had for top supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch

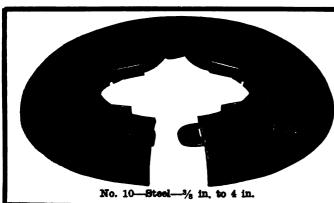
thread desired.

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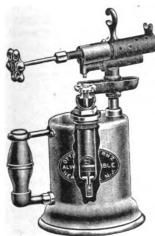
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The "Old" Man Who Keeps Young

(By Harry Gale Nye)

S OME very wise guy has said that a man is as old as he feels, and a woman is as old as she looks. In other words, a man is as young as he acts, and a woman as young as she is able to powder up.

Men, as a rule, do a better job of keeping young than women do. For one thing, women are



always worrying about it, and thinking about it, and talking about it when they begin to get old. When a woman gets her first wrinkle she adds half a dozen mone, worrying about the first one.

But the man is different. At sixty he is often just as devilish as at twenty-six, and smiles at a pretty girls with the same unctuousness and parts his hair with the same care. When a woman gets to be thirty she begins to want to stay home nights; when a man becomes fifty he wants to hunt up the new cabarets.

And I admire him for it—not for his liking the cabarets, but for his utter disregard of old Father Time. If he wants to wear red ties and cream colored vests, and whistle "Leave It to Jane," I am glad to see him do it, I would rather have him come around and tell me about his romances than about his rheumatism. I would rather hear about his girls

than his gout.

In fact I don't know anything more cheering in this world than a man who is ten or twenty years older than I am who comes in and makes me forget that he is any older than I am, or that I am any older than anybody else. Once in a while such a one blows in here with a shepherd plaid suit, a red carnation in his button hole, a new gold filling in his tooth, and a new story in his brain; and when he goes away, I feel twenty years younger and twenty times fuller of pep. So, you see, I am strong for the old man who keeps young.

And if you want to keep young, you don't need to write to Old Doc. Evans, or Dr. Hirschberg, or consult your family physician, or Lydia

Pinkham, to find out how.

Don't Think About It

I'll tell you. There is no medicine to take or gymnastics to follow. The way to keep young is to keep from getting old; and the way to keep from getting old is to keep from thinking about it.

Why, I remember sitting down a little while ago, with a bunch of boyhood friends in the old town, and we began to talk over old times. When that session started I was as young and chipper as any of 'em, and younger and chipper than most. In fact, we were all feeling pretty good. Then somebody mentioned some fellow who died 'way back yonder somewhere. And then some mournful mathematician who was present, (they are always hanging around) after a little rapid mental calculation announced that Frank had been dead now twenty-one years. Then somebody else figured out that it was nearly thirty-two years since the Big Fire. Then somebody on my left recollected that of the twelve fellows who were on the ball-team only seven are alive today. some other undertaker who was present remarked that there wasn't a man present who wouldn't be seventy inside of thirty years.
"Yep, we're getting pretty old," said some

other gloom spreader. And it wasn't very long before I felt sure I felt a twinge of rheumatism. And if I hadn't broken away just when I did, I never could have made it without a cane. But I broke away, and that is the thing to do when old age comes hanging around and reminding you that you're not as young as

you used to be.

Now, it's all right to lay something by for a rainy day, and all that sort of thing. There is no harm in thinking that far ahead. The fellow I am kicking about is the fellow who says the rain is here already, and that isn't any use. The fellow I am dead set against is the guy who goes around with a mackintosh on on a sunshiny day and says: "Well, if it ain't raining now, it will sometime." The chap that gets my favorite goat is the pessimist who believe that a man is of a few days and full of trouble, when as a matter of fact, man is of many days and full of bunk.

I knew an old fellow who was seventy-two years old when the Klondike boom came along, and he said to me one day: "Harry, if I was thirty years younger that's where I would go." And I don't know but maybe I'll go anyway!" He didn't go, but he made me feel about thirty years younger myself by that remark. If 72 stood ready to tackle the Klondike, I figured that a man of my age ought not to hesitate to tackle some of the projects I had in mind at home.

The way to live is to live as though you expected to live tomorrow. You will get more work done, and more play, than you ever will by watching for gray hairs, and mourning missing teeth. Going around telling the world



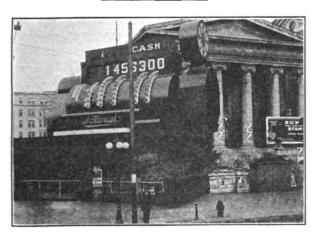
and yourself that you are old will make you old before old age is due. But forget about Father Time, and Father Time will forget all about you.

ARE YOU GUILTY OF THIS!

They say sometimes, "It's cold as Hell!"
Sometimes they say, "It's hot as Hell!"
When it rains hard, "It's Hell!" they cry;
It's also Hell when it is dry;
They hate like Hell to see it snow;
It's Hell of a wind when it starts to blow,
How, how in Hell can anyone tell
What in Hell they mean by this word, "Hell"?

"This married life is Hell," they say;
When they come home late, there's Hell to pay;
It's Hell when the kid you have to tote—
When it starts to bawl, it's a Hell of a note;
It's Hell when the doctor sends his bill,
It's a Hell of a lot of trips and pills.
When you get this, you know real well
Just what is mean by this word, "Hell."

Hell, yes! Hell, no! and Oh Hell! too; The Hell you don't! The Hell you do! And what in the Hell! and the Hell it is! The Hell with yours; and the Hell with his! And where in the Hell; and O Hell where? And what in the Hell do you think I care? And the Hell of it is—it sure is Hell— We don't know what in the Hell is Hell!



LARGEST CASH REGISTER

Peculiarly typical of Dayton, Ohio, is the fact that in the Fourth Liberty Loan Campaign the largest cash register ever constructed, being almost forty feet high, was used in registering their daily subscriptions.

A. Mathes has sold his plumbing shop at Placentia, Cal., to G. H. Grunwald, formerly of Riverside. Mr. Grunwald has moved the outfit, however, to Fullerton, Cal., and will locate there.



In writing the

company address

Department HW.

ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

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You will always find C. & L. high-grade Fire Pots and Torches on the job. No mechanic can afford to be without the best and C. & L. Fire Pots and Torches have stood the test of time. Remember, you receive the benefit of our more than thirty years' experience in making Gasoline Fire Pots and Torches and the expenditure of thousands of dollars in perfecting our line, but we have never experimented at the expense of the user. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.

EFFECT OF SOLDIERS' AND SAILORS' CIVIL RIGHTS ACT ON INSTALL-MENTS PURCHASES

(Copyright by Elton J. Buckley)

Here is another slant to the Soldiers' and Sailors Civil Rights Act, which is worthy of attention. I have discussed general phases of this law in recent articles. It was passed by Congress and is in force all over the United States, the purpose being to protect the interests of men in the service against being pressed for debts, contracts, judgments, leases, etc., while absent in war work.

Cincinnati, Ohio.

I have read your articles on the Soldiers' and Sailors' Civil Rights law, and believe that you have not touched at length upon the most important feature of it. All over the United States there are men in business within the draft age, particularly now that it has been increased, who have bought some articles on installment leases. The amount of this business which I find done is prodigious, cash registers, computing scales, meat slicers, store counters, accounting systems, farm implements of all kinds, tractors, engines, motors, automobiles, delivery trucks and many other things have been sold by the thousand to men in the service, and there are therefore many thousand installment leases now in operation against drafted men. I noted your remark that the Civil Rights law applies to all these, but would appreciate some completer information, with the rest of your readers, as to just how these transactions are affected.

C. R. COLESWORTHY.

The authors of the Soldiers' and Sailors' Civil Rights Act evidently had some information as to the large number of installment transactions that would be interrupted by the drafting of the buyers, and they therefore farsightedly provided protection for the men who would otherwise have lost their equity in thousands of articles bought in that way.

The provisions of the act which control installment contracts are as follows:

Section 301. (1) That no person who has received or whose assignor has received, under a contract for the purchase of real or personal property, or of lease or bailment with a view to purchase of such preperty, a deposit or installment of the purchase price from a person or from the assignor of a person, who after the date of payment of such deposit or installment has entered military service, shall exercise any right or option under such contract to rescind or terminate the contract or resume possession of the property for non-payment of any installment falling due during the period of such military service, except by action in a court of competent jurisdiction.

(1a) Any person who shall knowingly resume possession of property which is the subject of this section otherwise as provided in such section (1) hereof shall be guilty of a misdemeanor and shall be punished by imprisonment not to exceed one year or by fine not

to exceed \$1,000, or both.

(2) Upon the hearing of such action the court may order the repayment of prior installments or deposits or any part thereof, as a condition of terminating the contract and resuming possession of the property, or may in its discretion, on its own motion, and shall on application to it by such person in military service or some person on his behalf, order a stay of proceedings as provided in this act unless, in the opinion of the court, the ability of the defendant to comply with

the terms of the contract is not materially affected by reason of such service; or it may make such other disposition of the case as may be equitable to conserve the interests of all parties.

Put into a little simpler language, this means that a man who has sold a cash register on the usual installment lease to a man who has entered the service, cannot retake it if the buyer falls down on his payments, as he could before. He must now ask a court for permission to retake it. This permission may or may not be granted. If it is, it will be on condition that the seller first refund all the payments he has received up to that time. Ordinarily he could keep those, calling them rent.

The court is not obliged to allow the seller to take back his cash register, however. It can stay the whole case until the buyer gets back again, and meanwhile the seller will be out his register and can't collect anything on account of it. I have no doubt that in most cases this

is what the court will do.

The reader will note that this section of the law has the same exception that all other sections have, which provides that if the ability of the buyer of something under an installment lease, to make his regular payments, is not disturbed by his entering the service, then the seller can act in case the payments stop exactly as he could ordinarily. In one case in point a young man who had bought two cash registers for his dry goods store on an installment lease, entered the service and went away. But his brothers stepped right in and kept the business going. In such a case there was no excuse for stopping the payments or canceling the contract because the original buyer was absent.

A STRONG GUARANTEE

R. F. Sedgley, manufacturer of the famous "Hexall" Ratchet Socket Wrench, offers to repair any Sedgley wrench that may be broken, no matter how.

A manufacturer is not going to make such guarantees unless he is certain of the quality and material that goes into the construction of his tools.

It is a satisfaction to buy and sell goods with this guarantee.

E. L. Hale has been appointed manager of the Coeur d'Alene Hardware & Foundry Co., Wallace, Idaho.

Norton & Spangler Plumbing & Heating Co., 338 Henry Building, Seattle, Washington, report a \$60,000 plumbing contract at the Skinner & Eddy Corporation Apartments at Seattle. In addition they have a contract for \$7000 for a new building to be occupied by the Owl Drug Co. They have likewise been quite busy on some large residence contracts.



- A GLOSSARY WITHOUT GLOSS

Majesty—A word whose meaning is revealed when stripped of its first and last letters.

Derelict—A woman who will go to a Bohemian table d'hote restaurant alone.

Confession—The act of purging oneself of one's sins by committing uttered ones.

Help—To hinder, to retard, to make the task more difficult the next time.

Logic—A character actor in the farce "Metaphysics," who portrays white, black, truth and error with equal facility.

Anticipation—The belief that the world is a carousel and that the brass ring will eventually come to you.

Simplicity—The ornamentation of the chaste.

Success—A failure in six figures.

Loyalty—That which is knocked down to the highest bidder. 2. A state of mind capable of establishing a preference.

Wine-Wings too swift for the realities of

life to overtake.

Education—A course in the University of Wall Mottoes. 2. That which knows the price of everything and the value of nothing. 3. Ignorance in a frock coat.

SOME PROPERTY STATEMENT!

An eastern manufacturer asked a dealer who had applied for credit to fill out and sign a property statement. He stated his assets as follows:

"Cash on hand and in bank"—"No."

"Accounts good and collectible"-"Sure."

"Notes good and collectible"—"No."

"Cash value of real estate"—"No."

Under the head of liabilities he answered the questions like this:

"'For merchandise upon open account"—

"For merchandise for which invoices have been given"—"No."

"For borrowed money to banks"—"Sometimes."

"For borrowed money to other parties"—

"Mortgage on stock"—"No."

MEN'S JOBS

"Mother's working on the section, Sister Susie's hauling brick, Esther's working for the city

With a shovel and a pick. Aunt Clara's now a brakeman,

On the St. Paul & Marquette, May has gone to New York City,

To be a conductorette. Belinda's gone to farming,

Pearl's a dairy hand just now, Ann runs a traction engine

That pulls an eight-gang plow.

Yes, everyone is busy
It is no time to shirk,

They've all got jobs but father— He's busy hunting work."

STOVE REPAIRS

IF IT IS MADE FOR A STOVE RANGE OR FURNACE

You Can Get It at the

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1009 W. First Ave., Spokane, Wash.

A SMILE

"I envy you," some fellows say When they pass me by, Because I always say, "Good day," With a twinkle in my eye.

Just take a tip from one who knows, Who's felt both knocks and bricks; With life so full of bitter woes, Just smile when someone kicks.

Just smile and go right on ahead When once you know you're right, And never fear to pitch right in When it's up to you to fight.

Because the man who smiles instead Of raging with a roar, Is he who always gets ahead Because he won't get sore.

Life's got its troubles, sure it has-Its got its sunshine, too; Just shoot a little ray between. And make the black clouds blue.

I've tried the smile and so I know Just what it's done for me; Because I've seen my business grow, A grouch I'll never be."

This would be a grand old world if men would pay bills as cheerfully as they pay grudges.

Every successful man knows more about his own business than he does about other men's.



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OFFICER Ellsworth Bldg. Chicago.

70 Fifth Ave. Van Muye 388 Taylor St Corner 10th Portland, Ore. 204 Scott Bldg.

220 Pacific Bidg. Vancouver, B. C., Canada.

I AM YOUR WORST ENEMY!

I am the ruler of retail reverses.

I am the Lord High Potentate of Failure.

I am the reason for that downward slant on your profit curve.

I am the cause of the silent sickness that stills your cash register bell.

I am the origin of dissatisfied customers and loss of trade.

I am the leaven of uncertainty in the midst of certain profits.

I am the element of chance that turns a winning business into a losing gamble.

I am the fountain-head whence springs the majority of your trouble and worry.

I am the key to the problem why more than 15,000 retailers fail every year.

I am the why and the wherefore, the direct and proximate cause, the germ and the genesis of unsuccessful merchandizing.

I am the Sticker, the Shelf-Lounger, the Left-Over, the nameless child of an unknown father.

I am the unadvertised product!

"CREDIT" AND "CASH."

Many a Southern darkey's mind is stored with bits of philosophy that are frequently as true as they are quaint. Here is an instance:
"One wintry day," says a Washington man,

"I met an old darkey in rags plodding along. The cold wind beat through the many holes in his tattered garments. Yet despite his evident poverty, he was carrying a whole side of bacon on his shoulder.

"''Uncle,' I asked, 'why didn't you spend your money on a warm coat instead of all that bacon?'

"'Well, suh,' said the old man, gravely. 'when I asks my back for credit I gits it.' Then patting his stomach, he added:

"But dis heah, suh, dis here always calls for

Statement of ownership, management, circulation, etc., required by the Act of Congress of Aug. 24, 1912, of Hardware World, published monthly at Portland, Ore., for Oct. 1, 1918. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor St., Portland, Ore.; editor, T. M. Shearman, business manager, T. M. Shearman owner, T. M. Shearman, business manager, T. M. Shearman owner, T. M. Shearman, Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and helief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other nerson, association, or corporation has any interest direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher, Sworn to and subscribed before me this 28th day of September, 1918. D. B. Richards, Notary Public.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION-		88 Colts Long 1.80 1	1.50	SHELLS, LOADED
Blank Rim Fire— Black	G		1.85	Winchester Repeater or Remington
22 .Short			1.80	U. M. C. Nitro Club
82 Short	*		1.55	12 8 drs. x 1 oz., 24 grs. x 1
82 8. 4 W	• • •		2.05	oz., drop shot
88 S. & W	• • •		1.50	8 drs. x 1% oz., 24 grs. x 1% oz. drop shot 1.25
88 Long Colt 1.20		41 Colts Long DA 1.60	1.75	8 % drs. x1 % oz., 26 grs.
44 W. C. F 1.50	•••	44 Bull Dog 1.85		x 1 1/3 oz., drop shot 1.25
Shot Rim Fire-			1.95	8 1/4 drs. x 1 1/4 oz., BB shot,
22 Long	.60		1.95	drop shot 1.80
82 Long 1.05			2.10	814 drs. x Buck shot, drop
Shot Center Fire		44 Webley 1.50	.:::	shot
82 S. & W	• • •		2.05	% oz., drop shot 1.20
82 W. C. F 1.80	• • •		2.10	2 % drs. x % oz., BB shot,
88 S. & W 1.15	• • •		2.50	drop shot 1.25
38 W. C. F 1.50	- 	Center Fire Military		20 2 % drs. x % oz., 18 grs., x
44 W. O. F 1.50	1.75	and Sporting—		% oz., drop shot 1.15 Winchester Leader or Remington
44 X. L	1.80		1.40	U. M. C. Arrow—
44 Game Getter 1.50	1.60		1.95	12 3 % drs. x 1 % oz., 26 grs. x
Rim Fire, Ball—			2.55	1 % oz., chilled shot 1.85
BB Caps	.85	OF OF Winchester	2.55	8 ½ drs. x 1 ½ oz., 28 grs. x
UB Caps	.45		1.20	1% oz., chilled shot% 1.40
22 Short	.80 .85		1.20 1.20	16 2 %, drs. x % oz., 22 grs. x % oz., chilled shot 1.80
22 Long	.40		1.20	20 2 4 drs. x % oz., chilled
22 Long H.P	.45		1.85	shot 1.25
22 Long Rifle	.45		1.85	2 % drs. x % oz., chilled shot 1.35
22 Long Rifle H. P 45	.45	7.65 MM Bel Mauser	1.85	Trap Loads—
22 W. R. F	.55	8 MM Mauser	1.85	12 8 drs. x 1½ oz., 7½ chilled 1.85
22 W. R. F., H. P	.60 .55	9 MM Mauser	2.05	8 % drs. x 1 % oz., 7 % chilled 1.40 Black Powder Loads—
22 Win. Auto	.60	80-80 Winchester	1.85	12 8 % drs. x 1 % oz., drop shot 1.05
25 Short Stevens60	• • •	80 Remington Rimless	1.85	Caps and Primers-
25 Stevens	•••	80 Government Rimless	2.05	Percussion
82 Short	•••	808 Savage	1.85	Musket Csps
82 Long	•••	82 Remington Rimless	1.85	Primers, 100 in box85 Primers, 250 in box80
88 Long 1.00	•••	82-40 Winchester 1.05 82-40 Winchester HV	1.20 1.85	Empty Paper Shells-Black Pow
41 Short 1.05	•••	32 Winchester Slf. Ldg	2.45	12, 16, 20 Ga. per 100 1.50
Center Fire Pistol-		82 Winchester Special	1.85	10 Ga. per 100 1.65
22 Win. 88 1.80	1.50	88 Winchester	1.80	For Smokeless Powder, Repeater or Nitro Club—
25 Colts Auto	1.85	85 Remington Rimless	1.55	12, 16, 20, 28 Ga. per
25-20 Single Shot 1.55	1.75	85 Winchester	1.95 2.55	100 1.80
25-20 Win 1.85 25-20 Win HV	1.60 1.75	851 Winchester Sir. Ldg	2.85	10 Ga. per 100 3.10
7.68 MM-Mauser	2.15	88-55 Winchester Lead. 1.80	1.55	Leader or Arrow— 12, 16, 20, 28 Ga 2.80
7.65 MM-Mauser	2.15	88-55 Winchester HV	1.65	10 Ga ner 100 2.40
9 MM-Luger	2.80	88-56 Winchester 1.80	1.55	Empty Brass Shells-
32 Colts Auto 1.00	1.85	40-60 Marlin 1.85		Best Qual. 12, 16, 20,
82 Colts Short 1.00	1.10 1. 25	40-60 Winchester 1.85 40-65 Winchester 1.85	1.55 1.65	28, Box 25 2.75
82 Colts Long 1.15 82 Colts Police Positive. 1.15		40-70 Winchester 1.40	1.65	2nd Qual. 12, 16, 20, 28, box 25 \$.10
82 S. & W 1.00		40-72 Winchester 1.40	1.65	Wads—
32 S. & W. Long 1.15	1.25	40-82 Winchester 1.40	1.65	Cardboard, box 25020
82-20 Marlin 1.40	1.80	401 Winchester Auto	1.55	Black Edge, Reg., box
82 Winchester 1.40 82-20 Win HV	1.80 1.80	405 Winchester 1.40	2.20	250
85 S. & W. Auto	1.55	45-70-405 Government. 1.40	1.60	Black Edge, ¼ in., 125 in box
88 Colts Auto	2.20	45-75 Winchester 1.40		in box
88 Colts Short 1.25		45-90 Winchester 1.50	1.65	in box
ADGREE (TATTLANDI ED) Como		A White AS OF AUCEDS Co.		

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4½ White, \$3.25 each; No. 231, 3½ Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4½ Sierra, \$2.75 each. Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5½ White, \$3.50 each; No. 238, 5 Sierra, \$5.00 each; No. 238, 5 Sierra, \$5.00 each; No. 238, 5 Sierra, \$5.00 each. Ship, No. 44, 4 White, \$3.55 each; No. 44, 4 White, \$4.00 each; No. 45, 4 ½ White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4½ Sierra, \$5.50 each; No. 235, 4½ Sierra, \$3.50 each; No. 23 #35, 4\(\frac{1}{2}\) Sierra, \$5.00 each.

ANCHORS—Screws per 100, 8-16, \$4.15; \(\frac{1}{2}\), \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 8, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$10; Tenton—80 to 425 lb., 22\(\frac{1}{2}\)c lb.; 70 to 79 lb., 23\(\frac{1}{2}\)c lb.; 25\(\frac{1}{2}\)c lb.; 50 to 59 lb., 24\(\frac{1}{2}\)c lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20\(\frac{1}{2}\)e lb. ANTIMONY-Slab, 45c lb. APRONS—Carpenters—California Leg. \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. ASBESTOS-SBESTOS—
Mill Board, 85c lb.; Cut, 40c lb.
Paper, 85c lb.; Cut, 40c lb.
Wicking, ½-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.

Cement, per sack .

AUGERS—Greenlee Carpenters Nut, No. 57. \$1.85 \$1.65 Size 1½ 1% 2 2½ Each\$2.00 \$2.85 \$2.65 \$4.00 Each Greenlee Ship. 88.00 Greenlee Ship.
16ths 8-10
60 each \$1.60
62 each 1.95
16ths 17
60 each \$2.15
62 each 2.50
16ths 28
60 each \$2.85
62 each 3.50
16ths 29
60 each \$4.40
62 each 4.70
XES—Boys' Handled. B \$1.95 3.20 21 \$2.50 \$1.75 2.00 19 \$1.75 2.00 \$1.85 2.15 \$2.00 2.25 18 20 99 \$2.80 2.60 25 \$8.80 \$2.25 2.65 24 \$2.40 2.80 26 \$2.50 8.15 27 8.15 28 \$8.00 8.60 80 \$8.45 8.75 8.65 81 82 \$4.70 \$5.00 5.85 5.95 6.25

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3-4, \$2.75 each; Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3-4, \$3.25 each; (Continued on page 147)

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RETAIL SELLING PRICES-Continued.

	L	& G. ENAMELED WAL	E	
Oval Foot Baths.	150	Drinking Cups.	220 2.00	Covered Bake Pans.
0\$1.15 1 1.40	350	08\$.15	2121 1.20	1\$.65
2 1.65	450	01020	2141 1.45	Round Bake Pans.
3 2 .00 4 2 .50	650 1.00 850 1.25	8	2161 1.75 2181 2.00	80
Coffee Biggins.	1050 1.50	10	3301 2.25	40
0\$.80 0185	1250 1.75 150160	11	2221 2.75	6060
00	3501	Pieced Oups. 20\$.15	Milk Kettles. 70\$.40	Bed or Douche Pans.
010 1.05 020 1.20	8501	25	71	1
080 1.80	Covered Buckets.	40	72	Bed Pans. \$8.00
040 1.45 050 1.60	6501\$1.05	Straight Cups.	74	Bread Pans.
Coffee Boilers.	8501 1.40 10501 1.75	6	76 1.05 81	285
60\$1.10 70 1.25	12501 2.00	120	82	11
80 1.50	Rd. Dinner Buckets.	Miners' Oups.	88	18
90 1.80 100 2.50	080	Measuring Cups.	86 1.05	Oblong Pans.
601 1.25	501 1.15	10 3.20	51	08
701 1.40 801 1.65	503 1.85	After Dinner Cups &	58 1.05	01
901 2.10	Miners' Dinner	Saucers. 10\$.35	54 1.25 56 1.65	Sponge Cake Pans.
1001 9.75	Buckets.	Cups & Saucers.	Lipped Reserving	200 \$.85
Fish Boilers. 218\$4.00	10	100\$.85	Kettles.	Oblong Stove Pans.
220 4.50	Acme Dinner Buckets	20	14\$.80	100\$.45 200
222 5.00 2181 4.25	240 2.00	Cuspidors.	18	80065
2201 4.75	840 1.60 8401 1.65	10 \$.45	20	825
2221 5.50 Ham Boilers.	Oval Dinner Buckets.	20	32	40095
170\$2.75	14	Flaring Cocoa Shaped	26	425 1.00 450 1.05
175 8.00	81 1.60 41 1.80	Dippers. 161\$.25	80	475 1.15
Milk or Rice Boilers	Oblong Dinner	151	82 1.05 84 1.15	500 1.25
14\$.95 16 1.00	Buckets. 110\$1.65	Genuine Cocos	86 1.15	Square Stove Pans.
18 1.15	111 1.75	Shaped Dippers. 55\$.50	1 40 2.00	110\$.65
30 1.85 23 1.50	112 1.85	Cup Dippers.		111
24 1.75	Aurora Dinner	9 \$.25	Tea Kettles.	118
26 2 .00 28 3 .50	Buckets.	10	80	114 1.00
86 8.00	776 \$1.65	Flaring Dippers.	40	116 1.25
141 1.00 161 1.10	875 1.90	010\$.25	60 1.15	Square Jelly Cake
181 1.25	876 3.15	012	80 1.25	Pans.
201 1.40 221 1.65	Chambers. \$.50	Windsor Dippers.	90 1.75	99 8.80
341 1.90	1 1 1	100 3.80	070 2.00	90
261 2.15 281 2.75	2	113	090 2.50	Jelly Cake Pans.
861 8.50	Chamber Covers.	Oblong Soap Dishes.	160 1.25 170 1.45	8
52 1 1.05	1	50\$.80	180 1.65	10
58 1.20	2	Wall Soap Dishes.	Deep Ladles.	68
58 1/4 1.85 54 1.50	8	060\$.80	90 \$.20	7080
56 2. 00 58 2. 50	Colanders.	Sink Drainers.	100	Mountain Cake Pans.
521 1.15 521 1/2 1.25	2	7\$.50	120	78
521 1/2 1.25	104	Coffee Flasks.	91	80
581 1.85 581 14 1.50	20560	10\$.50	111	Oval Dish Pans. 15\$1.50
541 1.65	806	Round Coffee Flasks.	131	18 1.75
561 2.15 581 2.75	Child's Commodes.	110\$.65 210	Boup Ladles. 29	28 2.00 Dish Pans.
Smls. Bowls.	1\$.45	Pieced Funnels.	80	80\$.95
9·10 \$.30 12·14	Covered Commodes. 5	01 \$.80	Graduated Measures.	100 1.00
16	Odorless Commodes.	08	11\$.50	170 1.85
18	6\$1.65	04	(No Lip.)	210 1.55 800 2.85
22	Combinets. 40	06	O11\$.45 Standard Measures.	400 8.50
24	Pot Covers.	Fruit Jar Fillers.	01 3 .25	101
38	4	Berlin Kettles.	02	141 1.05 171 1.35
80	41/2	02 \$.55	04	Rinsing Pans.
125 \$.25	51/2	08	05	08\$.85
Wash Bowls.	6	05	Jelly Moulds.	012 1.00
26 \$.85 28	7	06	080	014 1.05 017 1.25
80	7 1/2	010 1.85	Children's Mugs.	Lipped Fry Pans.
32	8 1/2	012 1.65	5	80 8 .80
86	91/2	081	Chamber Pails.	82
Covered Buckets.	10	04190	1 \$1.40 2 1.50 3 1.75	88
				85
21	101/2	001 1.15	1.75	
21 1/2	11	081 1.15	4 3.00	86
21 ½	11	081 1.15 081 1.40 0101 1.65 0121 1.85	25 2.15 80 2.85	86
21 ½	11	061 1.15 081 1.40 0101 1.65 0121 1.85 Convex Kettles.	25 2.15 80 2.85 Water Pails.	86
21 4	11	081	25 2.15 80 2.85 Water Pails. 110 \$1.15 112 1.85	86
21 ½	11	061	2.00 25 2.15 80 2.35 Water Pails. 110\$1.15	86

	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
55	9 \$.85	58 \$.85	1650 1.90	218 6.00 224 7.50
Muffin Pans.	10	59	1850 2.25	286 9.00
406\$.45	19	60	Berlin Sauce Pots.	812 9.00
408	14	Coffee Pots.	02 8 .55	81812.00
409	16	21/2 \$.55	08	82415.00
418	20	8	04	88618.00
Corn Cake Pans.	22	5	05	Bread Raisers.
706	2460	15	06	10\$1.75
708	26	25	08 1.15	14 2.00
709	28	85	010 1.40	17 2.85
71985	80		012 1.65	101 2.75
Willy Done	Straight Sauce Pans.	31 1/2	021	101 2.00
Milk Pans. 00\$.20	250 \$.55	81	041	171 2.75
0	850	51	051 1.00	211 8.25
11	45080	151	061 1.15	
15	650 1.00	251	081 1.85	Nesco Perfect
20	Shallow Stew Pans.	851	0101 1.65	Roasters. \$2.50
80	8 8 .80	451 1.00 551 1.15	0121 1.85	180 8.25
50	4	05	Convex Sauce Pots.	200 4.20
50	5	015 1.00	212\$1.05	
80	6	025 1.15	214 1.25	Grocers' Scoops.
100	Deep Stew Pans.	085 1.20	216 1.50	850
120	14 \$.85	045 1.85	218 1.75	4
D-431 D	16	055 1.60	220 2.00	5
Pudding Pans.	18	051 1.00	2121 1.20	20
100	20	0151 1.05	3141 1.40	80
150	22	0851 1.80	2161 1.75	40
300	Molasses Pitchers.	0451 1.40	2181 2.00	50 1.00
800	601\$.55	0551 1.55	2201 2.25	Flat Skimmers.
40040	Convex Water	Tea Pots.	2221 2.75	9
50050	Pitchers.		Oval Sauce Pots.	10
600	401\$.60	00\$.50	2\$2.00	72
800	402	01	8 2.25	
	408	10	20	Spittoons.
Pus Pans.	40590			
1 \$.50		,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	800 1.10
2	406 1.00	80	40 2.75	Club Spittoons.
2	406 1.00 . Water Pitchers.	80	40 2.75 Straight Sauce Pots.	Club Spittoons.
2	406 1.00 . Water Pitchers. 5 \$1.00	80	40 2.75 Straight Sauce Pots. 014 \$.50	Club Spittoons. 100\$1.25 Hotel Spittoons.
2	406	80	40 2.75 Straight Sauce Pots. 014 \$.50 01665 01870	Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50
2	406	80	40	Olub Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons.
2	406	80	40	Olub Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$15
2	406 1.00 . Water Pitchera. 5	80	40	Olub Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$15 12\$25
2	406 1.00 . Water Pitchera. 5 \$1.00 10 1.15 20	80 .85 40 .95 50 .1.05 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05	40	Olub Spittoons. 100
2	406	80	40	Club Spittoons. 100\$1.25 Hotel Spittoons. 150\$2.50 Basting Spoons. 10\$15 12\$0 14\$0
2	406 1.00 . Water Pitchera. 5	80 .85 40 .95 50 .1.05 001 .60 011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5	40 2.75 Straight Sauce Pots. 014 50 016 65 018 70 020 85 022 1.00 024 1.25 026 1.50 028 2.00	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$25
2	406 1.00 . Water Pitchers. 5 \$1.00 10 1.15 20 1.25 0 70 1 80 2 90 8 1.05 4 1.20 6 2.00 Pitchers & Bowls.	80 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.15	40 2.75 Straight Sauce Pots. 014 5.50 01665 01870 02085 023 1.00 024 1.25 026 1.50 028 2.00 080 2.25	Olub Spittoons. 100
2	406 1.00 . Water Pitchers. 5 \$1.00 10 1.15 20 1.25 0 70 1 80 2 90 8 1.05 4 1.20 6 2.00 Pitchers & Bowls.	80	40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 080 1.25	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 16 \$25
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .65 01½ .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.05 1000 .95 1010 .1.00 1020 .1.15	40 2.75 Straight Sauce Pots. 014 5.50 01665 01870 02085 022 1.00 024 1.25 026 1.50 028 2.00 080 2.25 080 1.25 100 1.50	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 15 \$20 15 \$20 15 \$25 15 \$25 15 \$25 15 \$25 15 \$25 15 \$25 15 \$25 15 \$25 15 \$25
2	406 1.00 . Water Pitchers. 5	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40	40 2.75 Straight Sauce Pots. 014	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$15 12 \$20 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.25
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .65 01½ .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.15 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 1080 .1.55	40 2.75 Straight Sauce Pots. 014 5.50 01665 01870 02085 022 1.00 024 1.25 026 1.50 028 2.05 080 2.25 080 1.25 100 1.75 160 2.25	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.50 14 \$2.50 16 \$2.50 18 \$2.50 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers.
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 1001 .80 201 .80 201 .95 1010 .1.05 501 .1.5 1000 .95 1010 .1.06 1020 .1.15 1080 .1.25 1040 .1.40 1080 .1.55 2000 .1.00	40 2.75 Straight Sauce Pots. 014	Olub Spittoons. 100
2	406 . 1.00 . Water Pitchers. 5 . \$1.00 10 . 1.15 20 . 1.25 0 70 1	80 .85 40 .95 50 .1.05 001 .60 0011 .65 01½ .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.05 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 1050 .1.55 2000 .1.00 3010 .1.00	40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.05 030 2.25 080 1.25 100 1.50 120 1.75 160 2.25 801 1.40	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$25 Steamers. 7 \$1.15 2 \$1.25 Tea Steepers. 2 \$50
2	406 1.00 . Water Pitchera. 5 \$1.00 10 1.15 20 25 0 70 1 80 2 90 8 1.05 4 1.20 6 2.00 Pitchera & Bowls. 100 \$1.55 200 1.75 Dinner Plates. 19 \$25 20 80 21 85	80 .85 40 .95 50 .1,05 001 .60 011 .60 011 .55 0114 .70 101 .80 201 .85 801 .95 401 .1,05 501 .1,15 1000 .95 1010 .1,00 1020 .1,15 1080 .1,25 1040 .1,40 1080 .1,55 2000 .1,00 2010 .1,00 2020 .1,55 2000 .1,00 2010 .1,00 2020 .1,20 2020 .1,20 2020 .1,20	40 2.75 Straight Sauce Pots. 014	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$20 14 \$20 15 \$20 16 \$20 16 \$20 17 \$20 18 \$20 18 \$20 18 \$20 18 \$20 18 \$20 19 19 \$20 19 19 \$20
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.05 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.10 2020 .1.55 2000 .1.00 2010 .1.10 2020 .1.55	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$2.5 14 \$2.5 15 \$2.5 Steamers. 25 \$1.15 8 \$1.85 9 \$1.85 Tea Steepers. 25 \$55 Handy Strainers.
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.10 2020 .1.55 2000 .1.00 2010 .1.00 2010 .1.00	40 2.75 Straight Sauce Pots. 014 5.50 016 6.50 018 70 02085 022 1.00 024 1.25 026 1.50 028 2.05 080 1.25 080 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 5 \$1.25 Tea Steepers. 2 \$55 Handy Strainers. 140 \$1.25
2	406 . 1.00 . Water Pitchers. 5 . \$1.00 10 . 1.15 20 . 1.25 0 70 1	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.05 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.10 2020 .1.55 2000 .1.00 2010 .1.10 2020 .1.55	40 2.75 Straight Sauce Pots. 014 5.50 016 6.65 018 70 020 .85 022 1.00 024 1.25 026 1.50 028 2.25 028 2.50 080 1.25 100 1.50 120 1.75 160 2.25 200 3.75 801 1.40 1001 1.75 1201 2.50 1200 1.50 1201 2.50 0201 3.75	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.85 9 \$1.85 Tea Steepers. 2 \$50 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$55
2	406	80 .85 40 .95 40 .105 001 .60 0011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.05 1010 .1.05 1020 .1.15 1080 .1.55 2000 .1.00 2010 .1.00 2020 .1.20 2030 .1.85 2040 .1.45 2050 .1.65 Fireless Cooker Pots	40 2.75 Straight Sauce Pots. 014	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamera. 7 \$1.15 8 \$1.35 9 \$1.35 Tea Steepers. 2 \$55 Handy Strainers. 2 \$35 Jelly Strainers.
2	406 . 1.00 . Water Pitchers. 5 . \$1.00 10 . 1.15 20 . 1.25 0	80 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.00 2010 .1.00 2010 .1.00 2010 .1.00 3010 .1.65 Fireless Cooker Pots 420 .85 620 .1.55	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15
2	406 1.00 . Water Pitchers. 5 \$1.00 10 1.15 20 20 1 50 2 90 8 1.05 4 1.20 6 2.00 Pitchers & Bowls. 100 \$1.55 200 \$1.55 200 \$2.5 20 \$3.5 20 \$3.5 20 \$3.5 20 \$3.5 21 \$3.5 22 \$3.5 23 \$3.5 24 \$3.5 25 \$3.5 26 \$3.5 27 \$3.5 28 \$3.5 29 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5 30 \$3.5	80 .85 40 .95 50 .1.05 001 .60 0011 .65 01½ .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.15 1000 .95 1010 .1.00 1020 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.55 2000 .1.55 2000 .1.65 Fireless Cooker Pots 420 .85 620 .1.55 620 .1.55	40 2.75 Straight Sauce Pota. 014 5.50 016 .65 018 70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 080 2.25 083 3.50 100 1.25 120 1.75 160 2.25 200 3.75 801 1.40 1001 1.75 1201 2.50 2001 3.00 0000 2.50 0000 3.75	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$2.50 14 \$2.50 16 \$2.50 18 \$2.50 18 \$1.55 Steamers. 7 \$1.15 8 \$1.85 9 \$1.85 9 \$1.85 Tea Steepers. 2 \$5.55 Handy Strainers. 140 \$1.5 Gravy Strainers. 2 \$5.5 Jelly Strainers. 20 \$3.50 Cake Transers.
2	406	80	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamera. 7 \$1.15 8 \$1.35 9 \$1.35 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 20 \$30 Cake Turners. 18 \$15
2	406	80 .85 40 .95 40 .95 50 .1.05 001 .60 0011 .65 01½ .70 101 .80 301 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 3010 .1.5 2000 .1.5 52000 .1.5 52000 .1.60 Fireless Cooker Pots 430 .85 620 .1.55 620 .1.55 620 .1.55	40 2.75 Straight Sauce Pots. 014 5.50 016 6.50 018 70 020	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15
2	406	80 .85 40 .95 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 201 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.05 1010 .1.05 1010 .1.05 1020 .1.15 1080 .1.25 1040 .1.40 1080 .1.55 2000 .1.00 2010 .1.00 2020 .1.20 2030 .1.25 5040 .1.45 2050 .1.65 Fireless Cooker Pots 430 .8.55 620 .1.65 820 .1.45 820 .1.45 820 .1.45 820 .1.40 1420 .1.25 1630 .1.55	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$1.5 12 \$2.50 14 \$2.50 16 \$2.50 18 \$2.50 18 \$2.55 Steamers. 7 \$1.15 8 \$1.85 9 \$1.85 9 \$1.85 Tea Steepers. 2 \$5.55 Handy Strainers. 140 \$1.5 Gravy Strainers. 2 \$5.0 Oake Turners. 18 \$1.5 14 \$2.0 Female Urinals.
2	406	80 .85 40 .95 50 .1.05 001 .60 0011 .60 0011 .80 201 .80 201 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 2020 .1.55 2000 .1.00 2010 .1.00 2010 .1.00 2010 .1.00 5010 .1.00 2010 .1.05	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 3 \$35 Jelly Strainers.
2	406	80	40 2.75 Straight Sauce Pota. 014 5.50 016 6.50 018 70 02085 022 1.00 024 1.25 026 1.50 028 2.05 080 1.25 080 1.25 100 1.75 160 2.25 200 3.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pota. 706 3.25 707 1.50 708 2.00 7071 1.57 7081 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35 7091 2.35	Olub Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 15 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 \$ 1.25 Tea Steepers. 2 \$55 Handy Strainers. 2 \$55 Jelly Strainers. 20 \$30 Cake Turners. 21 \$30 Female Urinals. 250 Male Urinals.
2	406	80 .85 40 .95 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .85 301 .85 801 .95 401 .1.05 501 .1.5 1000 .95 1010 .1.00 1020 .1.15 1080 .1.25 1040 .1.40 1080 .1.55 2000 .1.00 2010 .1.00 2020 .1.20 5010 .1.55 2040 .1.45 2050 .1.55 2040 .1.45 2050 .1.55 2040 .1.45 2050 .1.55 2040 .1.55 2040 .1.55 2040 .1.55 2040 .1.55 2040 .1.55 2050 .1.55 2060 .1.55 2060 .1.55 207 208 .85 620 .1.55 209 .1.55 200 .1.55	40 2.75 Straight Sauce Pots. 014	Olab Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 \$2.50 14 \$20 16 \$20 18 \$25 Steamers. 7 \$1.15 8 \$1.35 9 \$1.50 Tea Steepers. 2 \$55 Handy Strainers. 140 \$15 Gravy Strainers. 2 \$35 Jelly Strainers. 3 \$35 Jelly Strainers.

Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 8-4, \$3.00 each; Blue Wing, 3\(\frac{4}{4}\), \$3.00 each; Blue Wing, 3\(\frac{4}{4}\), \$3.00 each; Blue Wing, 4-5, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3\(\frac{4}{4}\), \$2.75 each; Pacemaker, 3\(\frac{4}{4}\), \$2.75 each; Bluebird, 3\(\frac{4}{4}\), \$2.75 each; Bluebird, 3\(\frac{4}{4}\), \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Quaker City, 3\(\frac{4}{4}\), \$2.75 each; Quaker City, 3\(\frac{4}{4}\), \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3\(\frac{4}{4}\), \$2.50 each.

BABBITT—Frictionless, 85c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 16c lb.; Wedge No. 15, 16c lb.; Lining No. 30, 16c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—\(\frac{4}{3}\) x 18, 55c each; Goose Neck No. 3659, \(\frac{4}{3}\) x 24, \$85c each; Goose Neck No. 3662, \(\frac{4}{3}\) x 24, \$1.00 each; Straight Chisel No. 14, \(\frac{4}{3}\) x 15, 65c each: No. 16. \$1.40 each. Rad Davil on Pad Value.

each.
BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-8,
45c each; No. 16, \$1.40 each. Red Devil or Red Label, No.
6-D, 45c each. Hot Shot Multiple, No. 1562,\$3.00 each;
No. 1662, \$3.35 each. Ever Ready same price as Columbia.

Pinch Rough, \$1.00 each; %-inch, \$1.25 each; %-incn, \$1.75 each; 1-inch, \$3.65 each; %-incn, \$1.75 each; %-inch, \$1.25 each; %-inch, \$1.25 each; %-inch, \$1.20 each; %-inch, \$1.20 each; %-inch, \$1.20 each; %-inch, \$1.20 each; %-inch, \$1.75 each; %-inch, \$1.50 each; %-inch, \$1.75 each; %-inch, \$1.50 each; %-inch, \$1.75 each; %-inch, \$1.00 each; 1-inch, \$4.50 each; %-inch each; %-inch, \$1.90 each; 1-inch, \$4.00 each; 1%-inch \$1.40 each; %-inch \$1.40 each; %-inch \$1.50 each; %-inch \$1.85 each; %-inch, \$1.85 each; %-inch,

DI I CO-VEREN								
Size 16ths.	8	4-8	9-10	10-12	13-14	14-16	18	20
81—List. Doz	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
81—Sell.		0.00	0.00	1.00	0.20	5.00	18.00	14.00
Each	.45	.40	.45	.50	.75	.90	1.10	1.20
Dos	6.00	5.00	6.00	7.00	8.25	0.50	12.00	1400
100—Sell.	0.00	5.00	0.00	7.00	0.20	9.30	13.00	14.00
Each	.45	.40	.45	.50	.75	.90	1.10	1.20
101-List.								
Dox	•••	5.00	6.00	7.00	8.25	• • •	• • •	•••
101Sell.		40						
Each	• • •	.40	.45	.50	.75	•••	• • •	•••

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Second	BITS—Auger—Continued. Size 16ths. 3 4-6 7 8 9 10 11-12 18-14	BOLTS— Common Carriage—8-16 & 1/4-in. 5-16-in. 1/4-in. 1/4-in.	
Rechist 10 23 30 48 40 46 50 40 40 50 40 50 40 50 40 50 5	Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.00	Dos. 100 Dos. 100 Dos. 100 Dos. 100 1-11/2	
Section Sect	Each80 .25 .80 .85 .40 .45 .50 .60	2	
Second S	85—List.	81/225 1.40 .30 1.88 .40 2.54 .65 4.85	
Site 14ths. 4-6 7 8 9 10 11 13 18 Don. 19, 00 10,00 11.85 11.50 11.75 15.0 11.55 11.50 11.55 11.50 11.55 11.50 11.55 11.50 11.55 11.50 11.55 11.50 11.55 11	85—Sell.	434	
Dec.	Size 16ths. 4-6 7 8 9 10 11 12 18	5 %80 1.80 .40 2.86 .50 8.18 .85 5.62	
## 1.00 1.00	Dox 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50	61/2	
47—481. 48—181. 58—181. 58—182. 58—183. 58—183. 58—184. 58—185. 58—	Each45 .65 .76 .90 .95 1.00 1.10 1.15 Size 16ths 14 15 16	71/240 2.75 .50 8.24 .65 4.82 1.00 6.90	
Size 18th -64 9 10 11 13 13 14 15 15 15 15 15 15 15	47—List. Dos	8½55 8.51 .70 4.72 1.10 7.87 955 8.65 .75 4.90 1.15 7.54	
Dor. 1.18 1.	Each 1.20 1.80 1.40	9 1/260 8.79 .80 5.08 1.20 8.02	
Selicit Content in Bather-Lift \$4, 210.5 as 13, 0, 1.85 3.80 1.00 1.05 1.05 2.05 3.00 ast; 35, 28.50 ast; 35, 28.50 ast; 35.00 ast;	58—List.		
Selid Center, in Sets—1114, \$1.05 set; 15, \$2.55 set; 26, \$2.00 set; 35, \$3.50 se	58—Sell.	•	
Truin, in Sett—53, 94.50 set; 55.2, 96.50 set; 150.2, 96.50 set; 150.2, 70.0 set; 45.02 set; 150.2, 70.0 set; 25.00 set;	Solid Center, in Sets—111 14, \$1.05 set; 15, \$8.85 set; 26,	Doz. 100 Doz. 100 Doz. 100 Dos. 100	
## SELLIS—Restrictly Cove—No. 0, \$1.00 such; No. 1, 85c such; Store such; No. 6, 50c such; No. 7, 25c such; Store such; No. 6, 50c such; No. 7, 25c such; Store such; No. 6, 50c such; No. 7, 25c such; Store such; No. 6, 50c such; No. 7, 25c such; Store such; No. 6, 50c such; No. 7, 25c such; Store such; No. 6, 50c such; No. 6, 5	Irwin, in Sets-53, \$4.50 set; 55, \$6.50 set; 55C, \$6.50 set.	%·in, %·in. %·in.	
No. 2, 75e seach; No. 5, 55e seich; No. 4, 45e seach; No. 5, 10s seach; No. 7, 10s seach; No. 9, 10s seach; No. 10	4582 ½ C, \$10.00 set; 4720 ½, \$7.00.	%-in. 5-16-in. %-in. 7-16-in.	
### SELIGH—S 45-inch, Nonparell, 60c sach; S-inch, Nonparell, 70c sach ### SEVELS—Bilding T—No. 18: 6-in., 75c 8-in., 90c; 10-in. ### SILOO NS. 25c d-in. 80c; 8-in. 85c; 10-in. 80c; 11-in. 80c; ### SILOO NS. 25c d-in. 80c; 8-in. 85c; 10-in. 80c; ### BLOCKS—Wood Tackis. ### DECKS—Wood Tackis. ### Decks	No. 2, 75e each; No. 8, 55c each; No. 4, 45c each; No. 5,	⅓-in. %-in. %-in.	
BEVELS-Silding T-No. 18: 6-in., 756 8-in., 90c; 10-in. 90c; 10-i	BELLS-24-inch, Nonpareil, 60c each; 8-inch, Nonpareil, 70e	%·in. 5-16·in. %·in. 7-16·in.	
Sign	BEVELS-Sliding T-No. 18: 6-in., 75c 8-in., 90c; 10-in.,	%-in %-in. %-in.	
Saprill Sapr	65e; 14-in., 75c.	%·in. 5-16-in. %-in. 7-16-in.	
Sinch 2	Com. Com. Com. Pat. Pat. Pat.	⅓-in. %-in. %-in.	
5-inch 1.00 1.90 2.50 1.40 2.80 8.85 6 - inch 1.20 2.80 8.85 1.60 3.85 1.85 1.85 1.85 1.85 1.85 1.85 1.85 1	5-inch \$.80 \$1.45 \$1.90 \$1.20 \$2.20 \$8.20	%-in. 5-16-in. %-in. 7-16-in.	
7-inch 1.485 2.085 2.85 1.085 2.85 2.85 1.085 2.85 2.85 1.085 2.85 2.85 2.85 2.85 2.85 2.85 2.85 2.	5-inch 1.00 1.90 2.50 1.40 2.80 8.85	%·in. %·in. %·in.	
10-inch 3.00 4.00 6.85 8.85 6.80 9.85 13-inch 4.85 8.85 13-10 5.80 10.00 14.50 14.50 18.50 18.50 19.50 1	7 inch 1.45 2.65 8.85 1.65 8.65 5.50	%-in. 5-16-in. %-in. 7-16-in.	
BLOCKS Steel Tackle Single Double Sinch Si	10-inch 8.00 4.90 6.85 8.85 6.60 9.85	⅓-in. %-in. %-in.	
3-inch 4-inch 1.00 1.85 6-inch 1.100 2.00 2.00 2.00 2.00 2.00 2.00 2.0	BLOCKS-Steel Tackle	%-in. 5-16-in. %-in. 7-16-in.	
5-inch 6-inch 1.155 8-inch 1.15	8-inch	%-in. %-in. %-in.	
BLOCKES—Wood Snatch	5-inch	¼-in. 5-16-in. %-in. 7-16-in.	
Second S	8-inch 1.85 8.25 10-inch 8.00 5.00	¼-in. %-in. %-in.	
10-inch	6-inch\$8.00	¼-in. 5-16-in. %-in. 7-16-in.	
BLOWERS No. 400 Champlon, \$75.00; No. 40 Lancaster, \$20.00; Royal. \$30.00. BOARDS, IRONING With Table No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$31.50 each; No. 10, Springer, 60x15", no sleeve board, \$2.85 each; No. 20, Springer, 54x13", no sleeve board, \$2.85 each; No. 30, Springer, 54x13", no sleeve board, \$2.85 each; No. 30, Springer, 54x13", no sleeve board, \$2.65 each; No. 40, Springer, 54x13", no sleeve board, \$2.65 each; \$2.65 each; \$2.828, \$1.25 each; \$2.828, \$1.25 each; \$2.828, \$1.25 each; \$2.828, \$1.25 each; \$2.824, \$2.25 each; \$2.828, \$1.25 each; \$2.828, \$1.40 each; \$2.824, \$2.10 each; \$2.828, \$1.40 each; \$2.82	10-inch 6.85	%-in. %-in. %-in.	
BOARDS, IRONING— With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$3.150 each; No. 10, Springer, 60x15", no sleeve board, \$2.85 each; No. 20, Springer, 54x13", no sleeve board, \$2.85 each; No. 30, Springer, 54x13", no sleeve board, \$2.66 each; No. 40, Springer, 54x13", no sleeve board, \$2.65 each; Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each; 5 foot, \$1.85 each; 6 foot, \$	BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster,	%-in. 5-16-in. %-in. 7-16-in.	
\$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$2.85 each; No. 20, Springer, 54x13", no sleeve board, \$2.85 each; No. 30, Springer, 54x13", no sleeve board, \$2.85 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 40, Springer, 50x12", no sleeve board, \$2.65 each; No. 50, Springer, 50x12", no sleeve board, \$2.65 each; No. 50, Springer, 50x12", no sleeve board, \$2.65 each; No. 50, Springer, 50x12", no sleeve board, \$2.65 each; No. 50, Springer, 50x12", no sleeve board, \$2.65 each; No. 50, Springer, 50x12", no sleeve board, \$2.65 each; \$2.65	BOARDS, IRONING— With Table—No. 2 Plain \$2.50 each: No. 14 Holdford	%-in. %-in. %-in.	
Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each. BOARDS 5TOVE— Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 26x26, \$1.10 each; 28x28, \$1.25 each, No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 26x34, \$1.85 each, No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 26x26, \$1	\$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.10 each; No. 20, Springer, 54x13", no sleeve board,	%-in. 5-16-in. %-in. 7-16-in.	
Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each. BOARDS 5TOVE— Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 26x26, \$1.10 each; 28x28, \$1.25 each, No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 26x34, \$1.85 each, No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 26x26, \$1	\$2.85 each; No. 30, Springer, 54x13", no sleeve board, \$2.40 each; No. 40, Springer, 50x12", no sleeve board,	72	
BOARDS, STOVE— Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 26x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.85 each; 86x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x24, \$1.85 each; 80x36, \$1.60 each; 26x30, \$1.65 each; 26x26, \$1.25 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each. No. 200—18x18, 90c each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each. No. 200—18x18, 90c each; 28x28, \$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 33x33, each; 38.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.24 0 each; 26x32, \$2.24 0 each; 26x32, \$2.24 0 each; 26x32, \$2.27 each; 30x30, \$2.75	Without Table (Skirt Boards)-4 foot, \$1.00 each; 5 foot,	¼-in. 5-16-in. %-in. 7-16-in.	
26326, \$1.10 each; 26x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.85 each; 36x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 28x34, \$1.85 each; 28x24, \$1.55 each; 28x24, \$1.55 each; 28x28, \$1.40 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 26x26, \$1.25 each; 28x28, \$1.90 each; 32x32, \$1.90 each; 36x36, \$2.25 each. No. 200—18x18, 90c each; 30x30, \$1.60 each; 26x26, \$1.25 each; 28x28, \$1.90 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 38x33, \$2.40 each; 26x32, \$2.40 each; 26x34, \$2.75 each; 80x38, \$2.25 each; 30x30, \$2.75 each; 80x38, \$2.25 each; 30x30, \$2.40 each; 26x34, \$2.75 each; 80x38, \$2.25 each; 980, 60 each; 26x34, \$2.75 each; Blue Ennamel No. 934, 90c each; Brass No. 801, \$1.05 each; Blue Ennamel No. 964, 85c each; Glass No. 963, 80c each. Blue Ennamel No. 964, 85c each; Glass No. 963, 80c each; Gla	BOARDS, STOVE-	%-in. %-in. %-in.	
\$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 28x38, \$1.80 each; 28x32, \$2.75 each. No. 200—18x18, 90c each; 28x24, \$1.05 each; 26x26, \$1.25 each; 26x26, \$1.25 each; 26x26, \$1.25 each; 26x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 83x33, each; 36x36, \$3.75 each; No. 90—24x36, \$2.40 each; 28x34, \$2.75 each; No. 90—24x36, \$2.40 each; 28x34, \$2.75 each; S0x38, \$2.75 each; S0x38, \$2.60 each; S0x38, \$2.75 each; S0x38,	Paper Lined—No. 45—10x10, 55c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 80x80, \$1.50 each; 29x22 \$1.65 each; 28x28, \$2.5 each No. 125—24x28	¼·in. 5-16·in. %·in. 7-16-in.	
each; 24x24, \$1.05 each; 26x26, \$1.25 each; 26x28, \$1.40 each; 80x30, \$1.60 each; 82x32, \$1.90 each; 36x36, \$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 83x33, each; \$8.25 each; 30x30, \$2.75 each, No. 90—24x36, \$2.40 each; 26x32, \$2.40 each; 26x32, \$2.40 each; 28x34, \$2.75 each; 80x38, \$2.75 each, \$2.75 each; 80x38, \$2.75 each, \$2.75 each; 80x38, \$2.75 each, \$2.75 each; \$2.	\$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 80x36,	⅓-in. %-in. %-in.	
\$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each: 26x26, \$2.10 each: 28x28, \$2.35 each: 30x80, \$2.75 each: 38x33, each: \$3.25 each: 36x36, \$3.75 each. No. 90—24x36, \$2.40 each: 26x32, \$2.240 each: 26x32, \$2.240 each: 26x32, \$2.75 each. Sox38, \$2.5 each: 82x42, \$3.75 each. Sox38, \$2.5 each: 82x42, \$3.75 each. Sox38, \$2.5 each: 98x4, \$2.75 each: Sox38, \$2.10	each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40	%-in. 5-16-in. %-in. 7-16-in.	
## 22.40 each; 30x30, \$3.75 each; No. 90—2x30, \$3.25 each; 30x34, \$2.75 each; 30x34, \$2.7	\$2.25 each.	%-in. %-in. %-in.	
\$3.25 each; \$2x42, \$3.75 each BOARDS, WASH—Toy No. 815, 30c each; Single Zine No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zine No. 934, 90c each; Brass No. 801, \$1.05 each; Blue Ennamel No. 964, 85c each; Glass No. 968, 80c each. BOLTS— Carriage— Ontractors, Retail, by dos. 8mil Plus 10% Plus 50% Ilarge Plus 50% Ilarge Plus 50% Ilarge Plus 10% Plus 50% Ilarge Plus 50	each; \$8.25 each; Nox30, \$3.75 each. No. 90-24x30,	%-in. 5-16-in. %-in. 7-16-in.	
820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 934, 90c each; Brass No. 801, \$1.05 each; Blue Ennamel No. 964, 85c each; Glass No. 968, 80c each. BOLTS— Carriage— Contractors. Retail, by dos. Small	\$2.40 each; 26x32, \$2.40 each; 28x34, \$2.75 each; 30x38, \$3.25 each; 32x42, \$3.75 each.	%-in. %-in. %-in.	
namel No. 964, 85c each; Glass No. 968, 80c each. %-in. %-in. <th c<="" td=""><td>820, 55c each; 980, 60 each; 983, 50c each; Double Zinc</td><td>¼-in. 5-16-in. %-in. 7-16-in.</td></th>	<td>820, 55c each; 980, 60 each; 983, 50c each; Double Zinc</td> <td>¼-in. 5-16-in. %-in. 7-16-in.</td>	820, 55c each; 980, 60 each; 983, 50c each; Double Zinc	¼-in. 5-16-in. %-in. 7-16-in.
Carriage— Contractors. Retail, by dos. %-in. 5-16-in. %-in. 7-16-in. Small	namel No. 964, 85c each; Glass No. 968, 80c each.	⅓-in. %-in. %-in. 1.80 8.71 1.95 12.67 2.80 18.51	
I.arge	Carriage— Contractors. Retail, by dos.	% in. 5-16-in. % in. 7-16-in. 13	
Bmail Plus 10% Plus 50% 18 50 9.77 2.30 14.22 3.20 20.75 Large	I.arge	½-in. %-in. %-in. 1.40 9.24 2.05 18.44 3.00 19.68	
9tove Bolts, 80% off List. 15	Small	18	
		161.70 10.88 3.40 15.77 8.60 38.00 161.75 11.86 8.50 16.54 8.80 24.18	

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BOTTLES-Vacuum. Thermos. Universal.	616 4.75	Scrub
10\$1.75 61 \$1.75	618 5.50	Alligator
10q 2.75 63 2.75	Hand or Nail	Bird
11 9.00 \$1 \$.00	Daisy	Boston
11q 8.25 22 8.2 5	Windsor	Cat
14 9.35 71 2.25 14q 8.50 72 8.50		Crusier
15 % 2.75 91 8.00	Horse Collie	Gem
15 8.00 92 4.50	Hound	Goose
15q 4.50 81 8.95	Mastiff65	Hub
6 8.25 83 5.00	Pointer	Monitor
6q 5.00	Spaniel	Mouse
Fillers-Thermos and Universal.	St. Bernard	Rat
% Pint\$1.25	Shoo Fly	501
1 Pint 1.50	Wolf	510
1 Quart 2.50	72	601
Lunch Kits- Thermos. Universal.	78 P	604
891 & 895\$8.00 810 \$8.25	800	Shoe
892 & 896 8.25 410 8.50		00
898 & 897 8.50 510 8.75 894 & 898 4.35	Kalsomine	2
	240 5.50	14
BRACKETS—Shelf—	810 1.75	21
Japanned Pair B. P Pair	Marking	22
8x 4 8 .80 8x 4 8 .85	1	88
4x 5	2	214
5x 7	4	60850
7x 9	5	Sink
8x10	6	Magic
10x1865 10x18 1.00	Paint	OW1
18x14 1.00 19x14 1.25	151 21/2	1 Pot (0)
16x18 2.25 N.P. & O.C. same as B.P.	8	Shaving
BRACES-	8 1/2	12460
	4	125
P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 3808, \$1.85 each; 3810, \$2.00 each; 8708, \$2.40 each; 8710, \$2.50 each; 8712, \$2.60 each; 4608, \$8.00 each; 4610,	155 8	126
91.05 08CH; 5010, 92.00 08CH; 5700, 92.00 08CH; 5710,	81/2	221
\$8.25 each; 4612, \$8.50 each; 5008, \$3.85 each; 5010, \$4.10	4	222 1.25
each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each;	159 2 1/2	250
7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210,	8	252 2.75
\$5.50 each; 8212, \$5.75 each.	8 1/2	260 2.00 275 25
BOXES-Mitre-	4 1.00	
	165 8	810
Goodell— Each Stanley— Each	8 1/2 1.85	850
285	4 1.60	857
806 22.00 858 25.00	228 8 ½ 1.60	871 1.00
460 80.00	4 1.85	491
Langdon Star	4 1/2 2.60	492
72 19.50 40 8.75	Roofing	498
78 20.50 41 4.25	401 1.40	2781
74 28.00 Stearn's Perfection-	404 1.65	6870
74	404 1.65 Sash	6870
74	404 1.65 Sash 20 2	5870
74	404 1.65 Sash 20 2	6870
74	404 1.65 Sash 20 2	
74	404	6870
74	404	6870
74	404	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 20 8.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & % inch \$.30 \$.15 \$.10 1% to 1% inch 20 .15 .10 1% to 2 inch 15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10.	404	6870
74	404	8tencil 408 4
74	404	6870
74	404 1.65 Sash 20 220 420 625 835 Windo 00	Stencil 408 4
74	404	Steek Stee
74	404	Stencil 25 6
74	404 1.65 Sash 20 220 420 625 835 Windo 0075 360 785 1510, Squeegce80 BUCKETS— Common Galv. Each 840 1050	Stencil 25 6
74	404 1.65 Sash 20 2 20 4 20 6 25 8 35 Windo 00 .75 8 60 7 85 1510, Squeegce 80 BUCKETS— Common Galv. Each 8 40 10 .50	Stencil 25 6
74	404 1.65 Sash 20 2 20 4 20 6 25 8 35 Windo 00 .75 8 60 7 85 1510, Squeegee 80 BUCKETS— Common Galv. Each 8 40 10 .50 12 .60	Stencil
74	404 1.65 Sash 20 2	Stencil 25 6
74	404 1.65 Sash 20 2	Stock Stoc
74 23.00 Stearn's Perfection— 75 24.00 3.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ \$\frac{1}{2}\$ inch \$\frac{3}{2}\$ ill pkgs. ½-lb. pkgs. pk	404 1.65 Sash 20 2 20 4 20 6 25 8 35 Windo 00 .75 8 .60 7 .85 1510, Squeegce .80 BUCKETS— Common Galv. Each 8 40 10 .50 14 .65 Garbage Galv. Each 00 .185	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 20 3.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½-8 ½-inch 3.30 \$.15 \$.10 ½-to 1½-inch 20 15 10 1½-to 2-inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyec— 1½-2 2½-3 3½-4 6 40 Doz. 20 25 80 40 45 55 85 1040 Dos. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each 0 Toy 20 Pims 1.50 00 Toy 20 Pims 1.50 00 Toy 20 Navajo 1.50 00 Toy 30 Navajo 1.30 Axtec 1.00 Warehouse 1.35 Cortez 1.10 10 1.25	404 1.65 Sash 20 2	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 0	404 1.65 Sash 20 2	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 0	404 1.65 Sash 20 2	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 8.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ¼-lb. pkgs. ½ & ¼ inch Stearn's St. 10 1½ to 1¼ inch Stearn's St. 10 1½ to 2 inch Stearn's St. 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyec— 1½ 2 2½ 3 3½ 4 6 40. Doz. 20 25 .80 .40 .45 .55 .85 1040. Dos. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each No. or Brand Each No. or Brand Each O Toy St. 20 Pims 1.50 00 Toy St. 20 Pims 1.	404 1.65 Sash 20 2	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ½ inch 2.00 .15 1.0 ½ to 1½ inch .20 .15 .10 1½ to 2 inch .15 .15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 5, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40. Dos. 20 .35 .80 .40 .45 .55 .85 1040. Dos. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each O Toy .20 .20 .20 .20 .20 .20 .20 .20 .20 .20	### ### ##############################	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ½ inch 3.0 \$.15 \$.10 ½ to 1½ inch 20 .15 .10 1½ to 2 inch 15 .15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40 Doz20 .25 .80 .40 .45 .55 .85 1040 Doz85 1.10 1.25 1.65 2.00 3.25 8.50 BROOMS— Household No. or Brand Each No. or Brand Each O Toy 20 Pima 1.50 00 Toy 30 Navajo 1.80 Axtec 1.00 Warehouse 1.85 Cortez 1.10 10 1.20 Verde 1.25 229 65 Union 1.25 229 65 Union 1.25 200 Push or Street 114 B 1.25 252 1.85	404 1.65 Sash 20 2	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ½ inch 20 15 15 10 ½ to 1½ inch 20 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 5, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40. Dos. 20 25 80 40 45 55 85 1040. Dos. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each O Toy \$20 Pims 1.50 00 Toy \$20 Pims 1.50 00 Toy \$20 Pims 1.50 Cortez 1.10 Warehouse 1.35 Cortez 1.10 10 1.25 1.25 Union 1.15 230 .90 Apache 1.25	### ### ##############################	Stencil 25 6
74 23.00 Stearn's Perfection— 75 24.00 20 3.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ¼-lb. pkgs. ½ & ¼ inch 3.0 \$.15 \$.10 ¼ to 1¼ inch 20 15 10 1¼ to 2 inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyec— 1½ 2 2½ 3 3½ 4 6 40 Doz. 20 25 80 40 45 55 85 1040 Dos. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each 0 Toy 20 Pima 1.50 00 Toy 20 Pima 1.50 00 Toy 30 Navajo 1.30 Axtec 1.00 Warehouse 1.35 Cortez 1.10 10 10 1.20 Verde 1.25 229 65 Union 1.15 230 90 Apache 1.25 Push or Street 114 B 1.25 252 1.85 116 B 1.40 258 1.50 120 1.00 254 1.76 121 1.15 256 85	404 1.65 Sash 20 2 20 4 20 6 25 8 35 Windo 00 .75 8 60 7 85 1510, Squeegce 80 BUCKETS— Common Galv. Each 8 40 10 50 12 60 14 85 16 75 Garbage Galv. Each 00 \$1.60 02 1.85 03 1.85 03 2.25 CANS—Garbage—15, \$3.50; 16, Oil, Galv., size 1 Gal., each, i with faucet, \$31.50; 5 Gal. with CANTHOOKS—Maple Handle 2 CAPS—Roofing. Per lb., \$0c.	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 3.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ \$\frac{1}{2}\$ inch \$\frac{3}{2}\$.00 .15 \$\frac{1}{2}\$.10 ½ to 1½ inch .20 .15 .10 1½ to 2 inch .15 .15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, \$0c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40 .Dox. 20 .25 .30 40 .45 .55 .85 .1040 .Dox. 85 1.10 1.25 1.65 2.00 2.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each 0 Toy .20 Pima .1.50 .20 Toy .30 Navajo .1.30 Axtec .1.00 Warehouse .1.35 Cortez .1.10 10 .1.25 .20 .05 Union .1.15 230 .90 .45 .55 Union .1.25 .25 .29 .65 Union .1.15 230 .90 .45 .20 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .20 .90 .45 .125 .25 .25 .120 .100 .254 .1.75 .121 .1.15 .256 .85 .122 .1.85 .122 .1.85 .1.40	## 404	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ¼-lb. pkgs. ½ & ¼ inch 3.0 \$.15 \$.10 ¼ to 1¼ inch .20 .15 .10 1¼ to 2 inch .15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, \$0c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40. Dox. 20 .25 .80 .40 .45 .55 .85 1040. Dox. 85 1.10 1.25 1.85 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each O Toy \$.20 Pima 1.50 00 Toy .30 Navajo 1.30 Axtec 1.00 Warehouse 1.35 Cortex 1.10 10 Warehouse 1.35 Cortex 1.10 1.25 2.29 .65 Union 1.15 2.30 .90 Apache 1.25 229 .65 120 .125 229 .65 120 1.25 252 1.35 116 B 1.40 253 1.50 1.50 1.20 1.20 1.20 1.20 1.20 1.20 1.20 1.2	## 404	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ½ inch 3.0 \$.15 \$.10 ½ to 1½ inch 20 15 10 1½ to 2 inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, \$0c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40 Doz 20 25 80 40 45 55 85 1040 Doz 25 1 1 1 1 51 65 2 20 25 8.50 BROOMS— Household No. or Brand Each No. or Brand Each O Toy 20 20 1 1 1 1 51 1 51 1 50 00 Toy 30 Navajo 1 1 1 1 50 1 1	## Sash ## 20 2	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 3.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ½ inch 2.00 15 1.0 ½ to 1½ inch 2.0 15 1.0 1½ to 2 inch 15 1.5 1.0 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; Sign, \$0c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 5, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40. Dos. 20 25 80 40 45 55 .85 1040. Dos. 85 1.10 1.25 1.65 2.00 2.25 3.50 BROOMS— Household No. or Brand Each No. or Brand Each 0 Toy .20 Pims 1.50 00 Toy .20 Pims 1.50 00 Toy .20 Pims 1.50 Cortez 1.10 Warehouse 1.35 Cortez 1.10 Warehouse 1.35 Cortez 1.10 10 1.20 Verde 1.25 229 .655 Union 1.15 230 .90 Apache 1.25 Push or Street 114 B 1.25 252 1.35 116 B 1.40 253 1.50 120 .100 254 1.75 121 1.15 256 .85 122 1.35 1.50 BRUSHES— Casting 14 1.15	## Sash ## 20 2	8tencil 408 4
74	## 404	8tencil 408 4
74 23.00 Stearn's Perfection— 75 24.00 Stearn's Perfection— 75 24.00 S.25 BRADS—Wire. Bulk per lb. ½-lb. pkgs. ¼-lb. pkgs. ½ & ¼ inch 3.0 \$.15 \$.10 ¼ to 1¼ inch 20 15 10 1¼ to 2 inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, \$5c; \$ign, 80c; \$pring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyee— 1½ 2 2½ 3 3½ 4 6 40 Doz. 20 25 80 40 45 55 85 1040 Doz. 85 1.10 1.25 1.65 2.00 3.25 3.50 BROOMS— Household No. or Brand Each No. o	## 404	8tencil 408 4
74	## Sash 20 2	8tencil 408 4
74	## Sash 20 2	8tencil 408 4
74	## 404	Stencil 408 4
74	## 404	8tencil 408 4
74	## 404	8tencil 408 4
74	## Sash 20 2	Stencil 408 4
74	## 404	Stencil 408 4
74	## 404	8tencil 408 4

CATCHES—Continued. Friction Cabinet	P. S. and W., Framing—No. 80, ¼, ¼-inch, 85c each; ¾-inch, 90c each; ¾-inch, \$1.00 each; ¾-inch, \$1.05 each
01820 %, EA15 01820 %, SHA, E20	1-inch, \$1.15 each; %-inch, \$1.25 each; %-inch, \$1.05 each; 14-inch, \$1.25 each; 14-inch, \$1.25
Screen	each; 1% inch, \$1.50 each; 2-inch, \$1.65 each.
21	1-inch, \$1.15 each; 1¼-inch, \$1.25 each; 1½-inch, \$1.85 each; 1½-inch, \$1.50 each; 2-inch, \$1.65 each; 1½-inch, \$1.65 each; 1½-inch, \$1.65 each; ½-inch, \$1.65 each; 1½-inch, \$1.65 ea
J 45	each; 1%-inch, \$1.00 each; 1%-inch, \$1.05 each; 1%-inch
Show Case 1	\$1.15 each; 2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2½-inch, \$4.00 each; 3-
Transom	inch, \$4.75 each; 3½-inch, \$5.25 each; 4-inch, \$6.25 each
3278 1/4\$.65 4442 1/4 , SH, KF, E85	
4433, R. EA, KF80 4688, R. EA	Universal 501 1.25
4483, SHA, E	0\$1.85 602
4433 ½, SHA, E85 8433, E	1
4433 %, R. EA80 8433 %, EA	9
4438 %, SHA, KF85 8483 % SHA, E80 4442, R, EA80 8442 % EA60	Enterprise 1 R
4442, SHA, KF, E 35 8442 1/2, SHA, E65	5
4442 ½, R, EA80	10 4.25 8 R 4.25
CHAINS—Tire. Dual Solid Truck	CHURNS-Barrel, No. 0. \$6.00 each; 1, \$7.00 each; 2, \$7.75
Size Pair Size Pair 3 x30	each; 8, \$8.50 each; 4, \$11.00 each; 5, \$12.50 each. Dash-Glass, Dazey (Churns), No. 10, \$1.75; 20, \$2.25; 30, \$2.65;
3 1/2 x 30 6.25 6 x 36	40, \$3.50. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 80,
3½ x3218.50	\$1.05: 40. \$1.30.
4 x31	Tin, without Dasher, 1 1/2 gallon, \$1.50 each; 2-gallon, \$1.55
4 x33 8.20 5 x86	each: 8-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each.
4 x34 8.65 6 x36	Dashers only, No. 40, 20c each.
4 x36	CLAMPS-Carriage Makers, No. 12 (plain), 45c each; 13, 50c
414 734 9.80	each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80
4 1/2 x 35	each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60
173 100	(Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00 each; 64, \$2.75 each; 65, \$8.50 each.
Dia O Outa 4	Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each;
9 -90 975 978	88, 15c each.
3 ½ x 30 4.00 Thurst One of the	CLEANERS-Window-
8 ½ x82 4.15 Truck Cross Chains	Rubber— Wood Floor-
4 x31 4.45 Single 3 ½	10-inch\$.25 16-inch\$.40 14-inch\$.40 12-inch30 18-inch45 16-inch50
4 x38	14-inch85
4 x34 4.80 6	CLEVISES-Malleable, 15c lb.
Single Solid Truck Dual	CLIPS-Wire Rope "Bulldog"-8-16 to % inc., each 15e;
8 ½ x82	%, 15c; %, 20c; %, 80c; %, 85c; 1-in., 45c.
4 x36	CLIPPERS—Bolt—
CHAIN—German Straight Link (coil)—	New Easy— Extra Cutters
6-0, 18c ft.; 5-0, 18c ft.; 4-0, 12c ft.; 8-0, 11c ft.; 2-0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7½c ft.	No. 0
Norway Straight Link (coil)—1, 85c lb; %, 85c lb; %,	No. 1 4.50 No. 1 2.25 No. 2 6.25 No. 2 3.00
80c 1b.	No. 8 8.00 No. 8 8.75
Passing Link (coil)—4-0, 18c ft.; 8-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 black, 82c lb.; ¼, 27c lb.;	0. K.—
5-16, 24c lb.; %, 22c lb.; 7-16, 20c lb.; ½, 18c lb.; %,	10-inch
18c lb.; %, 18c lb.	
Proof Twisted Link (coil)—3-16 black, 38c lb.; 14, 28c	CLOCKS (ALARM)—Ace, \$8.00 esch; America, \$1.85; Automatic, \$4.25; Bingo, \$8.00; Brownie, \$8.00; Circle, \$2.65;
lb.; 5-16, 24c lb.; %, 28c lb.; 7-16, 22c lb. B. B. Proof Straight Link (coil)—5-16, 27c lb.; %, 25c	Columbia, \$3.00: Ideal. \$2.65: Indian. \$1.40: Iron Clad.
lb.; ½, 23c lb.; ½, 22c lb.; ½, 21c lb. Twisted Machine Coppered (coil)—4.0, 18c ft.; 8.0, 17c	\$2.25; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$4.00; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.60; Startle, \$2.25;
Twisted Machine Coppered (coil)—4.0, 18c ft.; 8.0, 17c	Tattoo, Jr., \$2.50; Tattoo Int., \$2.65.
ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron. 10c yd.; 18 Iron. 10c yd.; 16 Iron. 10c	
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12 //c	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 8, 15c, 2 for 25c. Carborundum or Alexite—Nos. FF-90, 10c
yd.; 8 iron, 15c yd.; 6 iron, 15c yd.; 120 Brass, 10c yd.;	straight
118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 80c yd.; 110 Brass,	CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black,
45c yd.	CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½ c sq. ft; 16 M, black, 5½ c sq. ft.; 14 M, bronne, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, gulvanized, 5c sq. ft.; 16
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 80c yd.; 2-N2, 85c yd.; 8, 40c yd.	sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5 % c sq. ft.
Sash-01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.;	OOAL—Blackamith—
XXXX Copper Plated, 25c ft.; 02P Steel Plain, 21/2c ft.;	Catch weight sacks, per 100 lbs
10 Cable, 25c ft.; 56 Universal, 7c ft. Bash Chain Fasteners—12, Set U., 15c set; 100, Set CB,	OOAL CHUTES—Hercules—
25c set.	No. 1, 16x18\$18.00 No. 5, 20x24\$17.50
CHALK-Carpenters, per piece, \$1/2e. School Crayon, per	No. 2, 18x20 15.00 No. 6, 16x18 14.50
gross 50c; 6 for 5c.	No. 3, 20x24 20.00 No. 7, 20x24 17.50 No. 4, 16x18 11.00 No. 8, 18x24 28.00
CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c. 50-ft. bai _ size 150, each 10c; size 250, each 250,	OOLORS-Dry- Lb. OOLORS-In Oil-
820, 5c. 50-ft, bal , sise 150, each 10c; sise 250, each	Lamp Black \$.25 Black—Eng Coach 1b. \$.50
10e; sise 850, each 10e.	Ivory Drop Black
CHECKS-Door-All Makes, Liquid Checks-A-11, \$4.25;	Ultra Blue
B-12, \$5.50; C-18, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.	Umber Raw
	Umber Burnt 15 1 lb 1.25 Sienna Raw 15 Ultrum ¼ lb 20
CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, %-inch, 75c each; 1-inch, 85c each; 14-inch, 95c each; 14-	Sienna Burnt15
inch, \$1.00 each: 1% inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W., Corner, No. 165, 3; inch, \$2.75 each; %-inch,	Van Dyke
P. S. and W., Corner, No. 165, 3(-inch, \$2.75 each; %-inch,	Chrome Green 25 Cobalt 1 lb 80 Chrome Yellow 25 Brown—R&B Sienna 1 .40
P. S. and W., Firmer, No. 100 Plain, W. W-inch. 60c each:	Ochre Golden
83.00 each: 1-inch, 83.25 each; 14-inch, \$2.75 each; %-inch, \$3.50 each; 14-inch, \$3.50 each; 14-inch, \$3.50 each; 14-inch, 50c each; 14-inch, 60c each; 14-inch, 80c	Ochre Yellow04 Van Dyke 1 lb50
inch, 80c each; 1%-inch, 85c each; 1%-inch, 95c each; 1%-inch, 8105 each; 24-inch, 8105 each; 1%-inch	Venetian
15 Beveled, 1/4, 1/4 inch. 75c each: % inch. 85c each: %	Eng. Verm. 14-lb 1.40 Dutch Pink 75
inch, \$1.05 each; 2-inch, \$1.15 each, 15 Beveled, %, %-inch, 75c each; %-inch, 85c each; %-inch, 90c each; 7-inch, 95c each; 1-inch, \$1.00 each; 1\%-inch, \$1.05 each; 1\%-inch, \$1.15 each; 1\%-inch, \$1.20 each;	Eng. Verm. 1-lb 2.80 Carmine 1.40
inch, \$1.05 each; 1½ inch, \$1.15 each; 1% inch, \$1.20 each; 2 inch, \$1.35 each	Tuscan
P. S. and W., Firmer (sets)-No. 116, 6, 14 to 2 Plain,	Venetian
P. S. and W. Firmer (sets)—No. 116, 6, ¼ to 2 Plain, \$5.50 set; 112, 12, ¼ to 2 Plain, \$10.50 set; 106, 6, ¼ *c 2 Bevel, \$8.50 set; 122, 12, ¼ to 2 Bevel, \$18.00 set.	Rose Pink 60 Ochre-Golden Ib 85
* Devel, \$0.00 Bot; 102, 12, % to 2 Devel, \$15.00 Bet.	Rose Lake 1.0° Xellow, 1 lb25

	E SELOTES CONTENTION.
COPPER-Sheet, 75c lb.	Bits, Wood (Syracuse Pattern)
	0 114 A, 8 109 A- 0 114 A, 8 109 A-
CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$2.00 hank; 7 S, \$2.70 hank; 8 S, 8 SC, \$3.25 hank; 10 S, 10 SC, \$5.25	2
1 0, \$2.70 Bank; 6 0, 6 00, \$0.20 Bank; 10 0, 10 00, \$5.20	8
hank; 12 8, 12 8C, \$7.25 hank; WP 12 8C (coils), \$1.80 lb.	4
Proenix (coils only)—6 C, \$1.00 lb.; 7 C, \$1.00 lb.; 8 C,	5
\$1.00 lb.; 10 C, \$1.00 lb.; 12 C, \$1.00 lb.; 14 C, 16 C,	6
WP 8 C, \$1.00 lb.	7
Union (hanks)-6, \$1.40 hank; 7, \$1.75 hank; 8, \$2.40	8
hank; 10, \$3.50 hank; 12, \$4.75 hank.	9
COTTERS-Hammer Lock or Regular Spring.	10
1-16, 5-64, 8-32 in. 1/2 in. 5-82 in.	1150 24 1.15
Length— 100 1000 100 1000 100 1000	Bit Stock
%-inch \$.20 \$1.25 \$.80 \$2.00 \$.85 \$2.40	O 114, M 109 or M O 114, M 109 or M
%-inch25 1.40 .80 2.00 .40 8.00	890, and S 108— 890, and S 108—
1 -inch25 1.65 .85 2.25 .45 8.25	1-16
1 14-inch25 1.80 .40 2.55 .50 8.50	5-523U ½90
1½-inch	1.10
2 -inch85 2.50 .50 8.40 .70 4.75	5-8280 9-16 1.30
8-16 in. ¼ in. 5-16 in.	8-16
⅓-inch \$.50 \$3.75	7-32
1 -inch60 4.25 \$1.00 \$6.75 \$1.75 \$11.00	1440 11-16 1.40 9-8260 18-16 1.80
1¼-inch70 5.00 1.10 8.00 2.00 14.50	5-16
1½-inch80 5.50 1.25 9.00 2.00 14.50	5-16
1%-inch	% 70 15-16 2.25
2 -inch 1.00 6.75 1.75 11.50 2.50 17.50	18-8280 1 2.45
2½·inch 1.10 7.75 2.00 14.00 8.00 20.00	7-16
CRAYON-Lumber, 10c; Sospetone, 5c.	Straight Shank Jobbers
OUTTERS-Pipe-Barnes. No. 1, \$2.95 each; No. 2, \$8.90;	O 108, M 105 or M O 108, M 105 er M
No. 8, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00.	3 3 0, S 105 330, S 105
Saunders-No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4,	1.82
\$12.60.	3-64
	1.16
DAMPERS—Stove Pipe—8, 15c; 4, 20c; 5, 20c; 6, 25c; 7, 30c; 8, 40c; 9, 50c; 10, 60c.	5-64
	8-82
DIVIDERS—Wing, No. 85, 6-inch, 35c pair; 8-inch, 35c pair;	7-64
10-inch, 50e pair; 12-inch, 75c pair.	$\frac{1}{2}$
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair;	9-64
10-inch, \$1.10 pair.	5-32
DOLLIES—Timber—	11.64
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	
DOORS—Screen.	
Oommon, 36-inch, 2-6x6-6\$2.15	Straight Shank, Wire Gauge
Common, %-inch, 2-8x6-8 2.85	O 108 A, M 107 or O 108 A, M 107 or M 840, S 107— M 840, S 107—
Common, 11/4-inch, 2-6x6-6	1 to 5
Common, 11/4-inch, 2-8x6-8	6 to 10
Common, 11/4-inch, 2-10x6-10	11 to 15
	16 to 20
DOORS—Ash Pit. 12x15 8.50	
DOORS—Ash Pit. 12x15 8.50 Ash Traps—	21 to 25
8x10 ,	26 to 80
8x10	26 to 80
8x10 1.50 7x9	26 to 80
8x10	26 to 80
8x10	26 to 80
8x10 1.50 7x955 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 U29 6.25 11 7.00 87 11.50 12 6.50 97 12.00	26 to 80
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ 7.25 U29 6.25 11 7.00 87 11.50 12 6.50 97 -12.00 18 7.50 118 7.25	26 to 80
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ i.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 18 7.55 118 7.25 Yankee	26 to 80
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ i.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 18 7.50 118 7.25 Yankee 555 8.00 5555 8.00	26 to 80
8x10	26 to 80
8x10	26 to 80
8x10	26 to 80
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$ i.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 18 7.50 118 7.25	26 to 80
8x10	26 to 80
SX10	26 to 80

FILES—Continued.	Cans, Garbage, Smooth or Pails, Chamber
5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding,	Corrugated 410 1.50
Dastard, 8:3 ½, 23c; 4, 23c; 5, 80c; 6, 35c; 8, 40c. Flat Restard & 25c: 5, 25c: 6, 30c: 8, 35c: 10, 45c: 12	145 (16) 6.75 412
bastard, 3.3 \(\frac{1}{4}\), 25c; 4, 25c; 5, 30c; 6, 35c; 8, 40c. Flat Bastard, \(\frac{1}{4}\), 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 85c; 16, \$1.15. Half Round Bastard, \(\frac{1}{4}\), 30c;	Pails, Stock 520 2.10
5, 35c; 6, 40c; 8, 45c; 10, 55c; 12, 75c; 14, 95c; 16, \$1.30.	12 S 1.20 523 2.40
Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c;	14 S 1.80 526 8.00
12, 45c; 14, 65c; 16, 90c. Round Bastard, 3-4, 20c;	16 S 1.40 18 S 1.60 Tubs, Foot
5, 35c; 6, 40c; 8, 45c; 10, 55c; 12, 75c; 14, 95c; 16, \$1.30. Mill Bastard, 3.4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Round Bastard, 3.4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Square Bastard, 3.4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c;	18 8 1.60 Tubs, Foot 20 8
12. GDC: 14. GDC: 10. M1.ZU.	Pails, Water 51 1.25
Rasps-Flat Wood, 8 inches long, 60c each; 10, 85c;	8 52
12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8,	10
Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16,	1285 54 2.00
3 2.3U.	14
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch	820 1.10 0 1.85 2.15
MON: 10, 700; 17, 500; 19, \$1.00; 51, \$1.50. Am. Heavy: 17 \$1.00 Evtra Shafta 15.inch \$5e: 17.inch	Pans, Refrigerator 2 2.50
85c. Extra Oranks, 25c.	1 2.85
FLASHLIGHTS—Eveready Daylos—	2 1.15 10 3.00 8 1.40 20 3.40
Tubular Nos2602 2604 2612 2616 2619 2627 2628	Pots, Watering; or Sprink- 80
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.35 \$1.10 Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 .75 .70	lers 410 S 8.00
Tubular Nos 2680 2631 2632 2638 2634 2638 2659	514 1.85 420 8 8.40
Complete, each\$1.75 \$2.00 \$2.50 \$3.25 \$2.75 \$3.90 \$4.25	516 1.50 480 8 8.75
Case & Bulb, ea. 1.35 1.60 1.90 2.65 2.35 3.50 3.65	GARBAGE CANS—(See Cans)
Pocket Nos 6954 6961 6962 6971 6972 6991 6992 Complete, each \$1.50 \$1.10 \$1.40 \$1.10 \$1.40 \$1.40 \$1.75	GATES—Molasses— Stebbins Perf.
Case & Bulb, ea. 1.10 .70 .95 .70 .95 1.00 1.30	3
Tubular Battery Nos 705 706 790 791	4
Battery only, each\$0.60 \$0.85 \$0.40 \$0.40	5
Pocket Battery Nos 700 703 750 751 792 798	6
Battery only, each\$0.40 \$0.45 \$0.40 \$0.45 \$0.40 \$0.45	GAUGES—Butt—
Kwiklite Flashlights Tubular Nos. 5220 5221 5223 5229 5381 6240 6240B	No. 98
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.75 \$1.90	Marking No. 90
Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 1.85 1.40	No. 61
Tubular Nos6241 6241B6249 6249B6343 6343B6351 Complete, each \$2.00 \$2.15 \$2.75 \$2.95 \$2.50 \$2.70 \$3.25	No. 64
Case & Bulb, ea.1.60 1.75 2.85 2.55 1.90 2.10 2.65	No. 77 1.00 No. 98 1.00
Pocket Nos2472 2578 3475 3475B3577 3577B3579	No. 71
Complete, each \$1.10 \$1.40 \$1.40 \$1.50 \$1.75 \$1.90 \$2.10	GLASSES—
Case & Bulb, ea70 .95 1.00 1.10 1.30 1.45 1.65 Watch Chain Nos. 6235 6235B Watch Chain Bat'y No. 1204	Ground Level— Proved Level— 1%\$.50 1%\$.10
Complete, each\$1.25 \$1.35 Battery only, each\$0.35	1%\$.50 1%\$.10 2
Case and Bulb, each .95 1.05	31/2
Battery	8
Nos1202 1203 1206 1207 1271 1801 1808 1809 Battery only,	8½
Dattery only,	
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45	GLORES LANTEDN_Cold Place_No Gam 90c coch. Dony
each\$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$0.45 \$0.45 \$0.45 \$0.45 \$0.45 \$0.45	GLORES LANTEDN_Cold Place_No Gam 90c coch. Dony
FLATTERS—Blacksmith—S-in., \$1.25; 2½-in., \$1.65; 8-in., \$2.00: 8¼-in., \$8.00.	GLORES LANTEDN_Cold Place_No Gam 90c coch. Dony
FLATTERS—Blacksmith—S-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 80c. Tubular—Cades, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c;
FLATTERS—Blacksmith—S-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40e; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each.
FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicage, \$11.25; No. 151 Chicage, \$12.75. FREEZERS—Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40e; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each.
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicage, \$11.25; No. 151 Chicage, \$12.75. FREEZERS— Arctic No. Each 1	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.
FLATTERS—Blacksmith—S-in., \$1.25; \$½-in., \$1.65; S-in., \$2.00; \$½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.
FLATTERS—Blacksmith—S-in., \$1.25; \$½-in., \$1.65; \$-in., \$2.00; \$½-in., \$8.00. FORGES—No. 150 Chicage, \$11.25; No. 151 Chicage, \$13.75. FREEZERS—Arctic No. Each 1 .83.00 2 .850 3 .585 4 .500 4 .500 6 .825 2 .12.5 8 .10.25 2 .3.60 3 .3.60 4 .3.60 6 .825 2 .3.60	GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 5½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 5½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; \$½-in., \$1.65; S-in., \$2.00; \$½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 3½-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. CX, 45c lb.; Liquid Imperial—— 1 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages—— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 3.80 4.50 7.00 11.35
### FLATTERS—Blacksmith—S-in., \$1.25; \$½-in., \$1.65; \$-in., \$2.00; \$½-in., \$8.00. #################################	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; D, 1 pt. 1 qt. ½ gal. List Dos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 30 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Dos. 1.60 1.65 1.50 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .30 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 23.85 each; B, \$3.50; O, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-inc. 10c each; 7.50 dos.
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00. #### FREEZERS—Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Winserd, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; D, 1 pt. 1 qt. ½ gal. List Dos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 30 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Dos. 1.60 1.65 1.50 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .30 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 23.85 each; B, \$3.50; O, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-inc. 10c each; 7.50 dos.
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$8.00. #### FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. #### FREEZERS—Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winsard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Dos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 Sug. RetEach 1.10 .50 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. RetEach 1.5 15 20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, 33.50; C, \$5.25; D, \$5.75; 1, \$2.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbc., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025; \$11.50. Fixtures, 15-inch, \$1.10 each, \$1.00 dos.; 11.in., 15c each, \$1.30 dos.; 11.in., 15c each, \$1.30 dos.; 11.in., 15c each, \$1.30 dos.
### FLATTERS—Blacksmith—S-in., \$1.25; \$24-in., \$1.65; \$-in., \$2.00; \$34-in., \$8.00. #### FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. #### FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wissard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.60 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; \$24-in., \$1.65; \$-in., \$2.00; \$34-in., \$8.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wissard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.60 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3-1½-in., \$3.00. #### FREEZERS—Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wissard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.60 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$8.00. #### FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. #### FREEZERS—Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wissard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.60 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00.; \$2/4-in., \$	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Rairoad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 25 40 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7·inch, \$2.50 each; 8·inch, \$2.75; 10·inch, \$3.25; 12·inch, \$3.75. Loose, 15 to 40 lbs., \$5.00 cwrt. 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1·inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15·inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11·in., 15c each, \$1.15 dos.; 12·in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00, 10·in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3-1½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Rairoad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 25 40 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7·inch, \$2.50 each; 8·inch, \$2.75; 10·inch, \$3.25; 12·inch, \$3.75. Loose, 15 to 40 lbs., \$5.00 cwrt. 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1·inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15·inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11·in., 15c each, \$1.15 dos.; 12·in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00, 10·in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 8½-in., \$3.00 \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Rairoad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 25 40 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7·inch, \$2.50 each; 8·inch, \$2.75; 10·inch, \$3.25; 12·inch, \$3.75. Loose, 15 to 40 lbs., \$5.00 cwrt. 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1·inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15·inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11·in., 15c each, \$1.15 dos.; 12·in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00, 10·in., 10c
### FLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 8¼-in., \$3.00 \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Rairoad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 25 40 .65 1.00 1.75 Le Pages— 1 os. 2 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7·inch, \$2.50 each; 8·inch, \$2.75; 10·inch, \$3.25; 12·inch, \$3.75. Loose, 15 to 40 lbs., \$5.00 cwrt. 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1·inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15·inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11·in., 15c each, \$1.15 dos.; 12·in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5.00, 10·in., 10c
### FLATTERS - Blacksmith - S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00. \$12.75. FREEZERS - Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red., 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 cs. ¼ pt. ¼ pt. ¼ pt. 1 pt. 1 qt. ¼ gal. List Dos. 1.06 1.80 8.80 4.50 7.00 11.25 31.00 Sug. Ret. Each 1.0 30 .35 .40 .65 1.00 1.75 Le Pages— 1 cs. 25c. ¼ pt. ¼ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. List Dos. 1.60 1.65 1.80 8.30 4.50 7.00 11.25 30.00 Sug. Ret. Each .15 .15 .20 .35 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; O, \$5.35; D, \$5.75; 1, \$8.75; 2, \$8.50; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2.9.50; \$, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.30 dos.; 11-in., 15c each; \$1.15 dos.; 13-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cs.; \$1.10, 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.10; 12½, \$1.50; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.10; 12½, \$1.50; 71, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.50; 713, \$1.
### FLATTERS - Blacksmith - S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00. \$12.75. FREEZERS - Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Liquid Imperial— 1 os. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal List Dos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each 1.5 15 20 25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$2.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 ewt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set: 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 19-in., 15c each, \$1.20 dos. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$5 dos.; 9-in., 10c each, \$1.00 dos.; 10-in., 10c each, \$1.50 cos.; 11.50; 12½, \$1.05; 13, \$1.05; 11, \$1.25; 11½, \$1.20; 12; \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 12; \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 11½, \$1.20; 12; \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 112, \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 112, \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 112, \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 112, \$1.10; 12½, \$1.05; 13, \$1.05; 14, \$1.25; 11½, \$1.20; 12; \$1.10; \$1.15; 774, \$1.25; 775, \$0c; 776, \$0c; 777, \$1.50; 775, \$75; 756; 776, \$0c;
### PLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 8½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red., 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; CX, 45c lb.; Dos., 1.06 l.80 l.80 l.90 l.90 l.90 l.90 l.90 l.90 l.90 l.9
## STATTERS—Blacksmith—S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00. \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winsard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial— 1 cs. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.0 20 25 4.0 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 31.00 Sug. RetEach 1.10 .30 .25 4.0 .65 1.00 1.75 Bug. RetEach 1.15 1.5 20 .25 4.0 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, 33.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12. \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbc, \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 eech, \$1.50 each, \$1.15 dos.; 10-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 19-in., 10c each, \$1.00 dos.; 11-in., 15c each; \$1.55 dos. HAMMERS—Maydole Oarpenters' Nsil—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11, \$1.20; 112, \$1.10; 12½, \$1.05; 13, \$1.00; 14, 90c; 200, \$1.60; 611½, \$1.70; 710, \$1.50; 711, \$1.25; 711½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.10; 811½, \$1.20; 712, \$1.25; 773, \$1.55; 774, \$1.55; 775, \$0.5; 776, \$0.5; 777, \$1.55; 776, \$0.5; 776, \$0.5; 777, \$1.55
## STATTERS—Blacksmith—S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00. \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plaia, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winsard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial— 1 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ¼ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.10 .30 .25 .40 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 21.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe., \$6.00 cwt.; 40 to 200 lbe., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 0.5, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKBAWS—Hand, Star—Length 8-in., 10c each, \$1.20 dos.; 11-in., 15c each, \$1.25 each; 11.5 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 11.15. 12.5; 21.5;
### FLATTERS—Blacksmith—S-in., \$1.25; \$2/4-in., \$1.65; \$-in., \$2.00; \$2/4-in., \$2.00. \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plaia, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winsard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial— 1 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ¼ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.10 .30 .25 .40 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 21.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe., \$6.00 cwt.; 40 to 200 lbe., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 0.5, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKBAWS—Hand, Star—Length 8-in., 10c each, \$1.20 dos.; 11-in., 15c each, \$1.25 each; 11.5 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 11.15. 12.5; 21.5;
## PLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plaia, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 8-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Winsrd, 35c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial———1 cs. ¼ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 31.00 Sug. RetEach .10 .20 .25 .40 .65 1.00 1.75 Le Pages———1 cz. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 31.00 Sug. RetEach .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb. 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, \$3.50; O, \$5.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50; each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 10-inch, \$3.85. each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 10c each, 85 dos.; 9-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.35 dos.; 11-in., 15c each, \$1.35 dos.; 11-in., 15c each, \$1.50 dos.; 11-in., 15c each, \$1.50; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71, \$1.25; 71
## STATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic	GLOBES, LANTERN—Cold Blast—No. Gem. 30c each; Pony. 30c; 2 Plaia, 25c; 2 Bullseye, 35c; 2 Ruby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red. 30c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 8-0 Ruby. 40c; 4-0 Bullseye, 35c; 5-0 Winsrd, 35c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 cs. ¼ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 31.00 Sug. RetEach .10 .20 .25 .40 .65 1.00 11.75 Le Pages— 1 cz. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 31.00 Sug. RetEach .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb. 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, \$3.50; C, \$5.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50; each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 12-inch, \$3.75. 10-inch, \$3.25; 11-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HAOKSAWS—Hand, Star—Length 8-in., 10c each, \$1.00 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 dos.; 11-in., 15c
### PLATTERS—Blacksmith—S-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Peny, 30c; 2 Plaia, 25c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 89 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Winsard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.; Liquid Imperial— 1 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ¼ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. RetEach 1.10 .30 .25 .40 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. ¼ pt. ¼ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.66 1.65 1.80 2.80 4.50 7.00 11.25 21.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 32.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7:inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe., \$6.00 cwt.; 40 to 200 lbe., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 0.5, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKBAWS—Hand, Star—Length 8-in., 10c each, \$1.20 dos.; 11-in., 15c each, \$1.25 each; 11.5 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 12-in., 15c each, \$1.20 dos.; 11-in., 15c each, \$1.50 cos. \$1.15 dos.; 11.15. 12.5; 21.5;

RETAIL SELLING	PRICES—Continued.	
Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621,	No. 78114. Cont. Bet.	5x5-in 1.05 1.15 5 ½x5 ½-in 1.85 1.50
10c each, Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 30c each;	2 ½ x2 ½ ·in 40	No. 241 HAN. Cont. Bet.
01018, 80c each; 9854, 80c each. File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.	4x4-in	2 ½ x2 ½ ·in \$.50 \$.55 8 x8 ·in
Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each.	5 1.85 1.85 1.85 1.85 8 1.60 .70	4x4-in65 .75 4½x4½-in90 1.00 5x5-in 1.10 1.80
Farriers No. 25, 200 each.	4-in70 .80 4½-in90 1.00 No. 165 F&D2.	5½x5½.m 1.85 1.50 6x6-in 1.60 1.75 1475 P&D2 2.20
Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 16-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c. Machinist No. 88, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and	Oont. Ret.	1475 SF2AN .25 2.80 1474 F&D2, 11/2 .25 2.40
18 inch, 20c each. Hatchet, Box No. 48, 18 1-inch, 20c each; Broad No. 89, 18 inch, 20c each; Broa	2 ½ · in	No. 160 F&D2. Cont. Ret. 2 1/2 -in \$.40 \$.50
16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c	8 ½ - in	8·in
each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 85, 14-inch, 25c each, Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½,	No. 165N&SF2. Cont. Ret. 1 16-in 40 \$.45	4 1/2-in95 1.05 No. 160 N.
55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4%, 55c each; XMH, 4%, 60c each; XMH, 5, 65c each;	2½-in	Cont. Ret. 214-in \$.45 \$.50 8-in
XP, 51%, 55c each; XP, 52, 65c each; XP, 52%, 65c each, XP, 52%, 75c each; 530, Grub, 70c each. Maul, No. 335, 65c each; 336, 65c each.	8-in	8½-in
Mop. No. 7, 30c each; 30, 50c each. Pick, No. 327, Drifting, 80c each; 427, Drifting, 50c each; 527, Drifting, 55c each; 627, Drifting, 50c each; 325, Sur-	4½-in 1.20 1.80 No. 295 F&D2. Pr. Ds. Pr.	No. 160 S F3. Cont. Ret. 21/2-in 45 \$.55
face, 90c each; 425 Surface, 50c each; 525, Surface, 70c each; 625 Surface, 50c each.	1 ½-in \$.25 \$2.90 2-in	8-in
Rake, XR, 5½, 50c each; XR, 6, 60c each. HATOHETS—Box, No. USD 2, Underhill's, \$2.25 each; 8010, Plumb's. \$3.00: 3011. Plumb's. \$3.85.	2 ½ · in	Pr. Dz. Pr. 1½-in
Plumb's, \$3.00; 3011, Plumb's, \$3.35. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, 2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's \$2.50; TB 5, Plumb's \$2.75: PTB 1. Philadelphia, \$1.75: PTB 2. Phila-	Pr. Ds. Pr. 1½-in	2½-in40 4.00 8-in45 4.65 No. 289 F&D2.
Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642 Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85; Plumb's, \$2.85; 644, Plumb's, \$2.75; 2991, Plumb's, \$2.85; 645; Plumb's, \$2.85;	2 ½-in85 4.00 8-in40 4.60	Pr. Ds. Pr.
\$1.75; 641, Plumb's, \$2.00; 642 Plumb's, \$2.15; 648, Plumb's, \$2.85; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85; 2992, Plumb's, \$2.00; 2993, Plumb's, \$2.25; 2994, Plumb's,	No. 295 N. Pr. Ds. Pr. 1 1/2 - in	9 ½ x 3 ½85 8.55 8 x 845 4.80
2992. Plumb's, \$2.00; 2998, Plumb's, \$2.25; 2994, Plumb's, \$2.50; 2995, Plumb's, \$2.75; 2996, Plumb's, \$3.00. Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.35; PTC 2,	2 ½-in	Ne. 289 SFD. Pr. Dz. Pr. 2x2\$.80 \$8.35
Philadelphia, \$1.50; PTC 8, Philadelphia, \$1.65; 98, All Steel \$1.00; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75;	No. 738. 2½x2½-in \$.40 \$.45	2 ½ x2
2973, Plumb's, \$1.85. Derrick, 582, Plumb's, \$2.50 each.	8x8-in	No. 280 N. Pr. Dz. Pr.
Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.25; 2987, Plumb's, \$2.50. Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00;	4 ½ x 4 ½ ·in	3x3
TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's, \$1.50; 602, Plumb's, \$1.65; 292, Plumb's, \$1.60; 2968, Plumb's, \$1.75.	No. 241 FAD2.	No. 289 H. Pr. Ds. Pr.
Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2.15; 620. Plumb's, \$1.50; 621. Plumb's, \$1.50;	2 ½ x2 ½ ·in \$.40 \$.45 8 x3 ·in40 .45 8 ½ x8 ½ ·in40 .45	3x3 8 .80 \$3.85 3 1/4 x340 4.95 3 1/4 x3 1/440 4.40
1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.40; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.60.	4x4-in	1480 FAD2 Hgs .85 4.00
Shingling, No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1	6x6-in 1.50 1.65	1480 N .40 4.85 1481 FAD2 .25 2.50 1481 BF2AN .25 2.80
Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 70c; 585, Plumb's, \$2.40; 591, Plumb's, \$1.50; 598, Plumb's, \$1.60; 592, Plumb's, \$1.50; 598, Plumb's, \$1.60; 598, Plumb's,	No. 241 SF 2. Cont. Ret. 2 ½ x2 ½ -in \$.45 \$.50	1478 F&D2 .25 2.50 1478 BF3&N .25 2.80 1480 F&D2 .25 2.20
Plumb's, \$1.40; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.65. Warehouse, No. 650 W, Plumb's, \$2.00 each. HEADS (MOP)—Cotton, No. 9, 50c each; 12, 65c; 15, 80c;	8x8-in	1480 BF2AN .25 2.80 1474 PAD2, 2 .80 8.80 1474 BF3, 1% .25 2.80
18, 95c. Linen, No. 12, 70e each; 015, 85c; 18, \$1.00; 020, \$1.15.	HINGES—FLOOR— Set	1474 SF3, 2 .85 3.60 Set
HINGES & BUTTS (Screws Included) — No. 900 L4. Strap Hinges. 8-inch	Bommer, D 15 \$ 1.50 R, EA, 815 1.60 SHA, E, 265 1.75	SHA, E, 81/2 4.00 Rixon, 7 10.75
8-inch\$.20 \$ 1.75 12-inch 1.75 17.00 4-inch 25 2.10 No. 888 Butts.	200 8.50	8
6-inch35 3.90 % inch \$.10 \$.75 No. 935 Cor. Strap Hes. 1-inch10 .85	SHA, E, 280 4.50 Corbin, D. R. EA, 512. 1.75	20 25.00 25 82.00 30 88.00
Pr. Dn. Pr. 14 inch 10 .95 4-inch 8.5 8.40 14 inch 10 1.05 5-inch 35 8.75 1% inch 15 1.30	SHA, E, 512	40
6-inch40 4.00 2-inch15 1.80 9-inch60 5.60 2 14-inch15 1.45 10-inch90 9.50 2 14-inch20 1.60	SHA, E, 8 4.00	R, EA, 452 10.50
No. 904 Lt. Tee Hinges. 8-inch 20 1.85	HODS—Coal— Open Japanned— 15\$.50	Open Galvanised
8-inch\$ 15 \$ 1.75 No. 840. 4-inch 20 1.90 Pr. Ds. Pr.	16	16
5-inch	20	2 0 1.50
Pr. Ds. Pr. 24-inch	each; 9 E, \$4.25; 10 E, \$4.75 11-inch, \$2.40; 12-inch, \$2 \$4.00; 10-inch lids, \$1.00:	; 11 E, \$5.75; 10-inch, \$2.00; .85; 13-inch, \$3.25; 14-inch, 11-inch Lids, \$1.10; 12-inch 30; 14-inch lids, \$1.80.
6-inch60 5.00 8-Inch25 2.20	lids, \$1.85; 18-inch ids, \$1.	50; 14-inch lids, \$1.80.

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HOLLOW WARE-Continued	5-16-inch 7.90
Gem Pans-No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.10 each;	% to 2%-inch 6.50
8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each.	3-inch and larger 7.50
(iriddles-No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each;	Flats, all sixes 6.50
20, \$1.50 each 010, \$1.65 each; 012, \$1.75 each; 014, \$1.90	
each.	IRONS—Sad. Common, 15c lb.; Mrs. Potts No. 50, \$2.50 set; Dover No. 70, \$2.75 set.
Kettles, Stove—No. 7, \$2.75 each; 8, \$3.00 each; 9, \$8.50 each; 07, \$2.75 each; 08, \$3.00 each; 09, \$8.50 each.	
each; 07, \$2.75 each; 08, \$3.00 each; 09, \$3.50 each.	JACKS-Bell Bottom, Net List.
Pots, Stove-No. 17, \$8.85 each; 18, \$4.00 each; 19, \$4.50	Wagon-Lanes-OL, each \$1.75; 1L, \$2.50; 2L, \$8.50;
each; 017, \$3.35 each; 018, \$4.00 each; 019, \$4.50 each.	8L, \$6.75.
Skillets or Spiders-No. 3, 80c each; 4, 90c each; 5, \$1.00	KNIVES & FORKS—Iron Handled, \$1.25.
each; 6, \$1.10 each; 7, \$1.30 each; 8, \$1.35 each; 9, \$1.50	Butcher—
each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.75 each; 7 W,	No. Each No. Each
\$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20	526— 5\$.65 1500— 7\$1.25
each; 90, \$1.35 each.	526 51675 1500 8 1.50
Waffle Irons-No. 7, \$2.25 each; 8, \$2.50 each; 9, \$2.75	526— 685 1910— 6
each; 7 D, \$2.75 each; 8 D, \$3.00 each; 9 D, \$3.50 each;	526— 6½ 1.05 1910— 760
11, \$3.50 each; 12, \$5.00 each; 14, \$10.00 each.	526— 8 1.50 1910— 8
HOOKS-Bright.	526—9 1.90 2200—6 1.00
No. Dos. No. Dos.	526—10 2.85 3200— 7 1,35
0\$.85 104\$.45	526— 7 1.25 2200— 8 1.60
1	526—12 8.85 8047— 6
2	526—14 4.00 8047— 614
8	790— 6 1.00 8047— 785
4	790— 7 1.80 8047— 8 1.00
5	790— 8 9.00 8047—10 2.00
6	1500—6 1.00 8047—12 2.50
7	Cheese
9	675 1.75
10	Cooks French— Draw—
11	267— 6
13	267— 8 1.80 100— 6 3.75
18	267—91.50 100—74.00 267—101.85 100—84.50
14	267—10 1.85 100— 8 4.50 267—12 2.00 100— 9 5.00
Gross—60% Discount from List.	267—12 2.00 100— 9 5.00 Corn— 105— 6 1.50
Brass No. 1419— Dos. Dos.	2
%	8
	5
%, 2 for 5e	1060 105—12 2.00
1, 3 for 5e	
Brass Cup No. 181-	KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
Dos. Dos.	King, 40c; No. 12 Hooks, 50c.
%\$.90 1, 2 for 5e\$.80	
4	KNOBS-Maple, Base, 5c each; \$5c dos.
30 14	LACING—Belt—
%, 2 for 5c30 1%, 2 for 15c75	Leather Briatol
%, 2 for 5e	Sise 14, per ft\$.08 111, per inch\$.01%
HOSE COUPLINGS-Com. Size 1/4, each 20e; 1/4, 20e; 1/4, 20e.	Rise 5-16 per ft. OR 112 per inch OR
TOOM (CADDWAY)	Size 5.16 per ft
HOSE (GARDEN)—	Size 1/4, per ft\$.05 114. per inch08
Coupled Fifty Foot Lengths—Aztec, 1/2 inch 246 100t.	Size %, per ft06 Wire-
Artec, % inch 20c; Deluge, % inch 20c, Deluge, % inch,	8'-4 %, per ft06 No. 1, box 50 ft00
27c; Delphos, % inch, 20c; Delphos, % inch 28c; Sierra,	No. 2
% inch 22c, Sierra, % inch, 25c; Simi, % inch 17c, Simi,	LADDERS-Extension, No. 1, 35c foot. Step, Climax, 60c
Coupled Fifty Foot Lengths—Aztec, ½ inch 24c foot. Aztec, % inch 28c; Deluge, ½ inch 28c, Deluge, % inch, 27c; Delphoa, ½ inch, 20c; Delphoa, ¾ inch 23c; Sierra, ½ inch 21c; Solar Cotton, ½ inch, 20c, Solar Cotton, % inch 23c; Summit, ½ inch, 20c; Summit, % inch 23c; Ten Cee, ½ inch 17c, Ten Cee, ¾ inch 21c; Torrent, ½ inch 23c, Torrent, ¾ inch 27c; Union Arrow, plain, ½ inch 18c, Union Arrow, plain, ¾ inch 21c. Union Arrow, WW. ¾	foot; Special, Crescent, 45c foot; Standard, 85c foot.
then 25c; Summit, 75 then 20c; Summit, 75 then 25c; 16h	LANTERNS-Boys'-No. 589, 45c each; 1590, Cadet, 25c.
23a Torrent & inch 27a: Union Arrow plain 14 inch 18a	Dash-No. 321, Prisco, \$2.05 each; 331, Prisco, \$2.50.
Union Arrow plain & inch 21c Union Arrow WW 14	Cold Blast Tubular—No 820 Prison (Little Wisard) \$140
inch 21c. Union Arrow. & inch 20c: Whirlpool. 44 inch	each: 400. Prisco (Nustyle). \$1.65: 477. Prisco. \$1.50.
Union Arrow, plain, % inch 21c, Union Arrow, WW, ½ inch 21c, Union Arrow, % inch 20c; Whirlpool, ½ inch 20c, Whirlpool, % inch 23c.	Cold Blast Tubular—No. 820, Prisco (Listle Wisard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 1658,
Reel Not Coupled—Endurah Ribbed, ¼ inch 24c, Endurah Ribbed, ¼ inch 28c, Endurah Smooth, ¼ inch 25c, Endurah Smooth, ¼ inch 28c; Goodrich Ribbed, ¼ inch 27c, Good-	Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217,
Ribbed. % inch 28c. Endurah Smooth, % inch 25c. Endurah	Prisco, \$1.00.
Smooth, % inch 28c: Goodrich Ribbed, % inch 27c. Good-	
rich Ribbed & inch Sic. North Star Ribbed 44 inch 28c	LEAD—White—12¼-lb. Keg, \$1.85; 25-lb. Keg, \$8.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.
North Star Ribbed, % inch 27c; Rajah Ribbed, 1/2 inch	
North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 22c, Rajjah Ribbed, % inch 26c; Rajah Bmooth, % inch 22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch	LIFTS—Sash—Large Bar, \$1.25 des.; Small Bar, \$1.10 des.;
22c, Rajah Smooth, % inch 26c; Utility Ribbed, 1/2 inch	Hook, 40e dos.
22c, Rajah Smooth, % inch 26c; Utility Ribbed, ½ inch 21c, Utility Ribbed % inch 24c, Utility, Smooth ½ inch	LOCKS-Rim-Steel, 75c set; Cast, 60c set.
21c, Utility Smooth, % inch 24c.	LINES, CLOTHES—Cotten, Braided—No. 850, 65e each; No.
ICE TOOLS-	480 40a aaab
No. 815 Plow, 8-in\$40.00	Totton, Twisted.—Ne. 140, 85c each; 150, 40c. Wire, Twisted.—So foot, 20 gauge, 85c each; 75 foot, 30 gauge, 60c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 50c; 75 foot, 18 gauge, 50c; 100 foot, 18 gauge, 70c. Wire, Solid.—100 foot, 9 gauge, 75c each.
No. 816 Plow, 10-in	Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20
No. 817 Plow, 12-in 54.00	gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c;
No. 820 Plow. 8-in	15 1005, 15 gauge, 50C; 10U 1005, 15 gauge, 70c.
No. 821 Plow, 10-in	wire, 30110-100 1001, w gadge, 706 sach.
No. 822 Plow, 12-in 57.00	MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.85; 8, \$2.15;
No. 456 Splitting Chisel 4.75	02, \$2.60; 03, \$3.25; 04, \$4.00; 05, \$4.75.
No. 495 5.85	Steel-No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.85
No. 520 Ice Hooks, 4-ft	each; 80, \$4.50 each; 100 rolls, 55c square foot.
4 ½·ft. 1.40 5·ft. 1.50	MATTOCKS-
5-ft	Short Cutter, No. 1800
6-ft. 1.65 No. 1 Ice Tongs V & B. 1.75	Long Cutter, No. 1790
No. 2 2.00	Pick, No. 1810
No. 8 2.35	Handled, D E 8
No. 540 18-inch 9.00	Handled, U E 8 1/2 Each 1.85
14 1/4 inch 2.15	Handled 8 Q 3 1/2 Each 1.10
16 1/2 inch 2.25	MAULS-Post-No. 110, \$1.50 each; 113, \$1.75; 116, \$2.25;
14 1/4 · inch 2.15 16 1/2 · inch 2.25 Pond Ice Saws—Tiller Handle.	118, \$2.50; 120, \$2.75.
4 1/4 · foot	Ship or Top-No. 1560, 35c lb.
5-foot	Wood Choppers'-No. 2130, 35c lb.; 2131, 35c lb.
5 1/2 · foot	MILL8—Older—
IBON—Bars Small Lots.	Junior
(Cutting Extra)	MOPS- Blasher Cotton
Common Bar \$.06 lb. Base	15 os., each\$.75 15 es., each\$.75
Angle Iron, 4-inch	18 oz., each
Angle Iron, 8-16-inch	21 oz., each 1.00 21 oz., each 1.00
Angle Iron, % inch and heavier	
Rd., eq. and eq. twisted— %-inch and smaller	MOP STICKS—No. 7, 25c each: No. 18, 25a each: No. 70 or Janiter's, 65c each.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50. OIL—Boiled Linseed, \$2.50 gal. NAILS—Base per Keg, \$5.80. 50 to 99 Us., add 50e per 100 lbs. to Keg price. 1 to 50 lb. Maylor per 100 lbs. to Keg price. 1 to 50 lb. Maylor per 100 lbs. to Keg price. 1 to 50 lb. 8 A	50
MAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50e per 100 lbs. to Keg price. 1 to 50 lb. Fine Blue 243 3.08 Barb Box 8 to 20d08 8 B	50
MAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50e per 100 lbs. to Keg price. 1 to 50 lb. 8 A	
#130 Dive 368 3.05 Bard Box 8 to 20d08 8 B40 11	55
#130 Dive 368 3.05 Bard Box 8 to 20d08 8 B40 11	1.00
	1.25
Fine Bright	10
Common 455d08 Plaster Board	15
Common 6å7d	15
Common 8 to 60d	
Quesing 445d	80
Oasing 6 to 20d	45
Pluishing 48.64 OR William Control of Original States Paris	v. \$1.85:
Finishing 6 to 20d	tands, No.
## Banceth Box 4 to 5d08	3.6' maria.
Barb Box 4 to 5406 1 lb. Papers, ea85 OVENS, PORTABLE—Boss	
Barb Bex 6	Each 25.50
Bulk. 1b	5.5 0
1 lb. Papers. ca 25 Capewell lb 80 0200 5.25 750	6.50
14 lb	6.75
NETTING, POULTRY—Hexagon, Galvanized After Weaving— 121 G	5.75
2 inch, 20 gauge—List roll, 12 in., \$2.14; 18 in., \$3.08;	8 25
80 in., \$4.68; 36 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91; 17	8.75
17 G 8 75 87 G	8.85
30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80; PACKING SHOPE RUBBER AND THE PROPERTY AND THE PR	ded 50c:
72 in. \$11.75.	or Water,
412 a. 30 in 5a. 36 in 55/a. 48 in 71/a. 60 in Low Pressure, \$1.30.	
9½c; 72 in., 11½c.	140 A13,
1½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.58; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; PADLOCKS—Corbin No.	Each
60 in., \$13.13; 72 in., \$15.75.	50
Sell Full Roll—12 in \$2.45.18 in \$5.00.24 in \$6.40.	60
50 21090	
Sell Cut (lin. ft.)—12 in., 3 1/4 c; 18 in., 4 1/4 c; 24 in., 2869	65
6 1/4 c; 30 in., 7 1/2 c; 36 in., 8 1/2 c; 48 in., 11 1/4 c; 60 in., 2879	80
14c; (2 III., 10 ½c. 1-inch 20-gauge—List Roll—12 in \$4.95: 18 in \$7.12. 2881	85
1-inca, 20-gauge—List Roll—12 in., \$4.95; 15 in., \$7.12; 2883	85 1.25
\$16.50; 60 in., \$20.64; 72 in., \$24.75.	1.50
860 Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$13.50 48 in., \$18.00; 18	1.80
60 in., \$22.50; 72 in., \$27.00.	60
Sell Cut (lin, ft)—12 in., 5½c; 18 in., 7½c; 24 in., 19	1.40
	1.75
%-inch, 20-gauge-List Koll-12 in., \$8.55; 18 in., \$12.30; 76 819	1.50
24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., 78	1.50
Sell Full Koll—12 in., \$9,40; 18 in., \$13.50; 24 in., 96.0 65 888	3.00
\$17.00; 30 in., \$20.50; 86 in., \$28.50; 48 in., \$31.25; 121	2.50
Sell Cut (lin ft.)—12 in., 9c; 18 in., 13c; 24 in., 16½c; Slawmaker 8454	3.00
30 in., 20c; 36 in., 23c; 48 in., 30½c; 60 in., 38c; 1902	
	1 1 60
72 in., 45c. PAINT SUNDRIES— ½-gals ½-6	/\. 1.00
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., Alcohol (Denatured) Gal. Quarts	Qt95
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. PAINT SUNDRIES— Alcohol (Denatured) Gal. Quarts	Qt95 hal. 4.25
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 1/2 8 3 1/2 4 5 6 7 8 Barrel	Qt95 Hal. 4.25 Hal. 3.25
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 4 5 6 7 8 4 6 6 1 8 6 7 8 7 8	Qt95 Hal. 4.25 Hal. 3.25
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Hal. 4.25 Hal. 2.25 Hal. 1.20 Gal65
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Hal. 4.25 Hal. 2.25 Hal. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Hal. 4.25 Hal. 2.25 Ht. 1.20 Gal65
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Pal. 4.25 Pal. 2.25 pt. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Pal. 4.25 Pal. 2.25 pt. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2½ 3 3½ 4 5 6 7 8 Gale 1.20 Gale 1	Qt95 Hal. 4.25 Hal. 3.25 th. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 5, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 18 16 18 22 7, black 06 19 09 09 09 11 18 17 18 7, black 06 19 09 09 09 11 18 17 18 7, black 08 18 18 18 18 18 18 18 23 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 18 18 18 28 25 7, black 04 06 06 06 06 06 06 06 06 06 06	Qt95 Hal. 4.25 Hal. 2.25 tb. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 5, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 18 16 18 22 7, black 06 19 09 09 09 11 18 17 18 7, black 06 19 09 09 09 11 18 17 18 7, black 08 18 18 18 18 18 18 18 23 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 18 18 18 28 25 7, black 04 06 06 06 06 06 06 06 06 06 06	Qt95 Hal. 4.25 Hal. 2.25 tt. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 4, black 04 06 06 06 07 08 10 12 15 4, galv. 06 11 11 11 11 12 14 16 18 22 5, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 04 06 06 07 08 10 12 15 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 07 07 07 07 08 10 12 14 16 6, black 05 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 09 09 09 09 11 18 17 18 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 12 14 16 18 22 7, black 06 11 11 11 11 18 16 18 22 7, black 06 19 09 09 09 11 18 17 18 7, black 06 19 09 09 09 11 18 17 18 7, black 08 18 18 18 18 18 18 18 23 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 28 25 7, black 08 18 18 18 18 18 18 18 18 18 18 18 28 25 7, black 04 06 06 06 06 06 06 06 06 06 06	Qt95 Hal. 4.25 Hal. 2.25 t. 1.20 Gal65
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPERS—Right Hand. Size 2 2 3 8 8 3 4 5 6 7 8	Qt95 lal. 4.25 lal. 3.25 tt. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 3 24 8 34 4 5 6 7 8 5-gallon 1.20 Gals	Qt95 lal. 4.25 lal. 2.25 tt. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. EIPPLES—Right Hand. Size 2 2 3/4 8 3/4 4 5 6 7 8 4/4, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, galv . 06 .11 .11 .11 .12 .14 .16 .18 .22 4/5, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .07 .08 .10 .12 .15 4/5, black .04 .06 .06 .07 .08 .10 .12 .14 4/5, black .05 .07 .07 .07 .08 .10 .12 .14 .16 .18 .22 4/5, black .05 .07 .07 .07 .08 .10 .12 .14 .16 .18 .22 4/5, black .06 .09 .09 .09 .09 .11 .11 .11 .13 .14 .16 .18 .22 4/5, black .08 .12 .13 .13 .15 .18 .32 .26 4/5, black .08 .14 .14 .14 .14 .18 .21 .25 .25 1, black .08 .12 .13 .13 .15 .18 .23 .25 1, black .08 .14 .14 .14 .14 .18 .21 .25 .25 1, black .08 .12 .13 .13 .15 .18 .23 .25 1, black .08 .14 .14 .14 .14 .18 .21 .25 .25 1, black .11 .11 .17 .17 .17 .20 .24 .28 .28 1/4, black .13 .18 .20 .20 .20 .25 .29 .36 .40 1/4, galv .17 .17 .29 .32 .29 .32 .38 .45 .52 1/4, black .18 .18 .27 .27 .27 .27 .28 .28 .35 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .35 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .27 .28 .28 .36 .55 .54 2, black .18 .18 .27 .27 .27 .27 .27 .28 .38 .55 .55 .54	Qt95 hal. 4.25 hal. 2.25 h. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 2 8 8 3 4 5 6 7 8 5-gallon 1.20 Gal. 4, black .04 .06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .10 .15 .15 Gal. 4.06 .11 .11 .11 .12 .14 .16 .18 .22 Gal. 4.06 .10 .15 .15 Gal. 4.06 .15 Gal. 4.06 .11 .11 .11 .12 .14 .16 .18 .22 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .10 .15 .15 Gal. 4.06 .10 .10 .10 .10 .10 .10 .10 .10 .10 .10	Qt95 hal. 4.25 hal. 2.25 t. 1.20 Gal65
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 2 2 2 8 8 3 4 5 6 7 8 5-gallon 1.20 Gal. 4, black .04 .06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .06 .06 .07 .08 .10 .12 .15 Gal. 4.06 .10 .15 .15 Gal. 4.06 .11 .11 .11 .12 .14 .16 .18 .22 Gal. 4.06 .10 .15 .15 Gal. 4.06 .15 Gal. 4.06 .11 .11 .11 .12 .14 .16 .18 .22 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .12 .15 Gal. 4.06 .10 .10 .10 .15 .15 Gal. 4.06 .10 .10 .10 .10 .10 .10 .10 .10 .10 .10	Qt95 lal. 4.25 lal. 2.25 t. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size	Qt95 Hal. 4.25 Hal. 4.25 Color (120) Co
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPLES—Right Hand. Size 3 2½ 8 3½ 4 5 6 7 8 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 4, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 4, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 4, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 4, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 5, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 1, galv .06 .11 .11 .11 .12 .14 .16 .18 .22 1, black .05 .07 .07 .09 .10 .10 .12 .15 1, galv .08 .14 .14 .14 .18 .21 .25 .26 1, galv .08 .14 .14 .14 .18 .21 .25 .28 1, black .08 .08 .18 .13 .13 .15 .18 .13 .25 .26 1, galv .11 .19 .19 .19 .19 .24 .28 .34 .38 1, galv .28 .14 .14 .14 .18 .21 .25 .28 1, black .11 .11 .17 .17 .17 .20 .24 .29 .38 1, black .13 .13 .13 .15 .15 .18 .23 .25 1, black .14 .15 .15 .18 .23 .25 1, black .15 .17 .17 .29 .29 .29 .32 .38 .45 .52 1, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 3, black .19 .19 .19 .19 .19 .19 .19 .19 .19 .19	Qt95 hal. 4.25 hal. 4.25 ht. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPERS—Right Hand. Size 2 2 4 8 3 4 4 5 6 7 8 4, black .04 .06 .06 .06 .07 .08 .10 .12 .15 6-gallon .12.0 6-gallon .1	Qt95 hal. 4.25 hal. 2.25 t. 1.20 Gal65
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NIPPERS—Right Hand. Size 2 2 4 8 3 4 4 5 6 7 8 4, black .04 .06 .06 .06 .07 .08 .10 .12 .15 6-gallon .12.0 6-gallon .1	Qt95 lal. 4.25 lal. 2.25 t. 1.20 Gal
T2 in., 45c. NTPFERS Nettleton Sin., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25: 14-in., \$2.75. NTPFLES Right Hand.	Qt95 hal. 4.25 hal. 2.25 t. 1.20 Gal65
T2 in., 45c. NTPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75. NTPPLES—Right Hand. Size 2 2 3 8 3 4 5 6 7 8 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 04 .06 .06 .06 .07 .08 .10 .12 .15 4, black 05 .07 .07 .07 .07 .08 .10 .12 .14 4, galv06 .11 .11 .11 .12 .14 .16 .18 .22 50 olbs. or more 15 4 .10 .10 .10 .10 .10 .10 .10 .10 .10 .10	Qt95 lal. 4.25 lal. 2.25 t. 1.20 Gal65 .50 .2.50 .2.50 .2.48 .2.50 .45 .09 ½ .09 ½ .10 ¼ .10 ½ .10 ¼ .10
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75. MIPPLES—Right Hand. Size 3 2 3 3 3 4 5 6 7 8 4, black 0.4 0.6 0.6 0.6 0.7 0.8 10 12 15 4, palv. 0.6 11 1.1 11 12 1.4 1.6 1.8 .22 4, black 0.4 0.6 0.6 0.6 0.7 0.8 10 12 1.5 5, galv. 0.6 11 1.1 11 12 1.4 1.6 1.8 .22 5, black 0.5 0.7 0.7 0.8 10 12 1.5 5, galv. 0.6 11 1.1 11 11 12 1.4 1.6 1.8 .22 1, black 0.6 0.9 0.9 0.9 0.9 11 11 1.1 1.2 1.4 1.6 1.8 .22 1, black 0.7 0.7 1.7 1.7 1.8 1.6 1.8 .22 .24 1, black 0.8 1.8 1.8 1.8 1.8 1.8 1.5 1.8 .23 .25 1, galv. 11 1.9 1.9 1.9 1.9 2.4 .28 .24 .28 1, black 0.8 1.8 1.8 1.8 1.8 1.5 1.8 .23 .25 1, galv. 11 1.9 1.9 1.9 1.9 2.9 .23 .28 .28 1, black 1.1 1.1 1.7 1.7 1.7 20 .24 .29 .28 2, black 1.8 1.8 .27 .27 .27 .22 .38 .50 .54 NUTS—Cold Punched U. S. & Hexagon, Tapped—Size 4, 50 lb.; 5.16, 30c lb.; %, 526 lb.; %, 256 lb.; %, 35c lb.; 1, 25c lb. NOAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb. OAR LOCKS—2-in., per pair 40c; 24-in., per pair 60c; 24-in., per pair, 70c. OPENERS (OAN)— PAINT SUNDRIES—Alcohol (Dantured) Gal. Alcohol (Dantured) Gal. Coll (Dantured)	Qt95 lal. 4.25 tal. 2.25 t. 1.20 Gal65 .50 .2.50 .2.50 .2.50 .2.50 .2.50 .10 .10 .10 .10 .10 .10 .10
72 in, 45c. NIPPERS Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75. MIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 Mipples—Right Hand. Size 3 2 3 3 3 4 5 6 7 8 Mipples—Right Hand. Size 4 6 6 11 11 11 11 12 14 16 18 22 M, black 04 06 06 06 07 08 10 12 15 M, palv. 06 11 11 11 12 14 16 18 22 M, black 04 06 06 06 07 08 10 12 15 M, palv. 06 11 11 11 12 14 16 18 22 M, black 04 06 06 07 07 08 10 12 15 M, palv. 06 11 11 11 12 14 16 18 22 M, black 05 07 07 07 07 08 10 12 14 16 M, palv. 06 11 11 11 11 11 18 16 18 22 M, black 06 09 09 09 09 11 18 12 14 16 M, palv. 08 14 14 14 18 18 12 25 M, black 10 11 11 17 17 17 18 16 18 23 24 M, black 11 11 17 17 17 17 20 12 12 25 M, black 11 11 17 17 17 20 12 12 25 25 M, black 11 11 17 17 17 20 12 23 25 25 My palv. 11 18 18 18 27 27 27 28 28 30 50 Molling alv. 11 18 18 18 21 25 Molling alv. 08 18 18 20 20 22 25 29 36 40 No. 18 18 18 27 27 27 27 28 28 30 50 MUTS—Cold Punched U. S. 6. Hexagon, Tapped—Size 4, 70c My plack 18 18 20 20 22 25 29 36 40 No. 10 18 18 18 27 27 27 27 28 28 36 50 No. 10 18 18 18 27 27 27 28 28 36 50 No. 10 18 19 10 10 10 10 10 10 10 10 10 10 10 10 10	Qt95 hal. 4.25 hal. 4.25 ht. 1.20 Gal
72 in., 45c. NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75. MIPPLES—Right Hand. Size 2 2 3 3 3 4 5 6 7 8 4, black 0.4 0.6 0.6 0.6 0.7 0.8 10 12 15 4, palv. 0.6 11 1.1 11 12 1.4 1.6 18 22 4, black 0.4 0.6 0.6 0.6 0.7 0.8 10 12 15 5, palv. 0.6 11 1.1 11 12 1.4 1.6 18 22 5, palv. 0.6 11 1.1 11 12 1.4 1.6 18 22 5, palv. 0.6 11 1.1 11 11 12 1.4 1.6 18 22 6, palv. 0.6 11 1.1 11 11 12 1.4 1.6 18 22 7, palv. 0.6 11 1.1 11 11 18 1.6 18 22 8, plack 0.6 0.9 0.9 0.9 0.9 11 18 1.7 18 9, palv. 0.6 11 1.1 11 1.1 18 1.6 18 22 26 1, palv. 0.6 11 1.1 1.1 1.7 1.7 1.8 1.6 18 22 26 1, palv. 0.7 1.1 1.9 1.19 1.9 1.9 2.4 28 3.4 38 1, palv. 11 1.9 1.19 1.19 1.19 2.2 3 38 4.5 52 1, palv. 11 1.9 1.19 1.19 1.19 2.2 3 38 4.5 52 1, palv. 11 1.9 1.19 1.19 1.19 2.2 3 38 4.5 52 1, palv. 12 1.7 1.7 29 2.9 2.9 3.8 4.5 5.2 1, palv. 12 1.1 1.9 1.9 1.9 1.9 2.4 2.8 3.4 38 1, palv. 12 1.1 1.9 1.9 1.9 1.9 2.4 3.8 3.5 52 1, palv. 12 1.1 1.9 1.9 1.9 1.9 2.4 3.8 3.5 52 1, palv. 12 1.1 1.9 1.9 1.9 1.9 2.4 3.8 3.5 52 1, palv. 12 1.1 1.9 1.19 1.9 2.9 3.8 4.5 5.2 NUTS—Cold Punched U. S. & Heragon, Tapped—Size 4, 85c lb.; 1, 25c	Qt95 hal. 4.25 hal. 2.25 t. 1.20 Gal65

PANS—Acme Frying— No. 06, each \$.15 No. 4, each \$.40 No. 0, each \$.25 No. 5, each45 No. 1, each30 No. 6, each50 No. 2, each35 No. 7, each60 No. 3, each35 No. 1.6 and under, 30e lb. cut; over 1.16, 30e lb. Paper Sheathing, Red or Gray, 20-lb., 95e roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll. Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.) PAPEE—Building— P & B No. 1—500 \$2.00 No. 1—500 \$1.20 No. 1—1000 \$4.00 No. 2—5002.55 No. 2—1000 \$2.55 No. 2—5002.55 No. 2—1000 \$4.00 No. 2—5003.55 No. 2—10004.95 No. 2—5003.60 No. 3—10004.95 No. 3—5003.60 No. 3—10004.95 No. 3—1000	1-ln. 1½·ln. 1½·ln. 2-ln.
PEAVIES— Socket——Bangor—Maple Hickory Maple Hickory \$2.4 x4 \$2.50 \$2.75 \$2.80 \$3.00 \$2.75 \$2.85 \$3.85 \$3.10 \$2.4 x4 \\ 2.75 2.85 3.85 3.00 \$3.25	Close .10 .10 .15 .15 .20 .15 .25 Long .20 .15 .25 .20 .80 .25 .40 4-in. Long .20 .15 .25 .20 .80 .25 .40 5-in. Long .20 .15 .25 .20 .80 .25 .40 6-in. Long .25 .20 .80 .25 .85 .80 .45
5 2.75 8.00 8.10 3.85 2 % x 4 % 8.00 8.25 8.25 8.50 5 8.00 8.25 8.25 8.60 8x5 8.15 8.50 8.75 8.85 PERCOLATORS, COFFEE—Universal—	PIPE, GAS AND WATER—Black, %-inch, 7c foot; %-inch, 8c; %-inch, 8c; %-inch, 10c; %-inch 12c; 1-inch, 18c; 1\cdot -inch, 30c; 2-inch, 40c. Galvanized—%-inch, 9c foot; %-inch, 9c; %-inch, 9c; %-inch, 12c; %-inch, 15c; 1-inch, 22c; 1\cdot -inch, 28c; 1\cdot -inch
Each	inch, 37c; 2-inch, 50c. PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint; 4-inch, 30c; 5-inch, 35c; 6-inch, 40c; 7-inch, 45c. 3-inch, Japan, 35c; 4-inch, 40c; 5-inch 45c. 3-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c. Half Joints—Size, 5-inch, 20c joint; 6-inch, 25c. Taper Joints—Size, 6-inch to 5-inch, 40c joint; 7-inch to 6-inch, 45c joint. For future delivery, prices withdrawn. PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00. PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50. Block-Bailey—No. 9½, \$2.00 each; 9¾, \$2.40; 15, \$2.15; 16, \$2.20; 17, \$2.40; 18, \$2.40; 19, \$2.65. Block, Stanley—No. 60, \$2.52 each; 60½, \$2.00; 61, \$2.00; 65, \$2.70; 100, 50c; 101, 45c; 102, 80c; 108, \$1.00; 110, \$1.00; 120, \$1.50; 130, \$1.50; 131, \$2.28;; 203, \$1.30; 220, \$1.50. Iron, Bailey—No. 2, 2 C, \$3.60 each; 8, 8 C, \$8.75; 4, 4 C, \$4.15; 4½, 4½ C, \$4.50; 5, 5 C, \$4.50; 5½, 5½ C, \$5.60; 6, 6 C, \$5.90; 7, 7 C, \$7.00; 8, 8 C, \$8.50. Iron, Stanley—No. 602, 602 C, \$4.00 each; 603, 603 C, \$4.20; 604, 604 C, \$4.65; 604½, 604½ C, \$5.85; 605, 605 C, \$5.35; 605½, 605½ C, \$5.80; 606, 606 C, \$6.80; 607, 607 C, \$7.65; 608, 608 C, \$9.25. All Wood—Plain, No. 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.50; PLIERS—Bernard'a, No. 100, \$4.91; heb, \$1.50 28W, \$2.65; 29W, \$3.00. Wood Bottom, Bailey—No. 22, \$2.60 each; 23, \$2.60; 24, \$2.60; 26, \$3.00; 27, \$3.25; 28, \$3.75; 29, \$3.85; 30, \$4.00; \$1, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.00; 31, \$4.15; 32, \$4.40; 35, \$3.25; 36, \$3.65; 30, \$4.50; 92, \$3.50; 90, 93, \$4.50; 190, 191, 192, \$2.25; 30, \$4.50; 90, 90, 191,
Roof Plates and Baddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each. PIPE FITTINGS—Price, each. 34, 16, 16-in. 34-in. 34-in. 1-in. Bik. Gal. Bik.	PLUGS—Spark—\$1.00 each. PLUGS—Spark—\$1.00 each. PLUMBS AND LEVELS—Wood, Stanley or Diaston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 8, \$1.75; 13, \$2.10; 25, \$2.85; 30, \$2.15; 35, \$2.85; 45, \$3.00; 90, \$2.75; 93, \$2.75; 95, \$5.50; 98, \$2.75; 6014, \$2.75; 102, 60c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518, \$2.50; 6524, \$3.00. POINTS & OHUCKS— For 30 and \$1\$, 75

PATTOWN 0 1	
POLISHES—Continued. Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c;	Each 804 B, 824 B 13.00 Regulation Police 21.00
2 pound, \$1.40; 5 pound, \$8.00.	348, 353 18.00 1908 Hand Ejector 21.00
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart \$1.25.	348 B, 358 B 13.50 88 S. & W. Perfected. 20.00
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c;	344, 354
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O 8 Shoe Satin, 10c; 9 O 8 Shoe Satin, 15c;	860 B, 865 B 14.25 New Departure 82 18.50
1 C Satinola, 10c; 2 C Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P,	Smith & Wesson New Departure 88 20.00 1905 Military, Police. 22.00
Satinola, 15c.	RIVETS—Sicted Clinch, Coppered Steel—No. 9, 10c box; 98,
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk,	10e box.
Paste, No. 5, Black Silk, 15c each; 10. Black Silk, 20c;	Tinners', in Papers—Black: Plus 10%; tinned, plus 10%.
25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c. Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01. Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c;	Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c; 3½, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c.
75 Black Jack, 15c; 1, Rising Sun, 15c,	RIFLES—No. and Model— 16 A TD—Standard 32.75
POTS—Fire	Daisy Air Each Stevens
Gasoline, C. & L. 8 Quart 1.10	25 4.00
1\$19.00 10 Quart 1.40 5 17.00 12 Quart 1.50	40 4.25 Crack Shot 4.85 8 2.65 Marksman 6.50
21 14.50 16 Quart 1.75	80 7.85
71 19.00 Tin— 72 17.00 4 Quart 5.55	11 1.50 70 TD—.22 11.50 12 1.85 Winchester
221 22.50 6 Quart	12 1.35 Winchester King Air 1886 SF—Round Brl 86.00
Watering Galvanised 8 Quart	4 2.35 TD—Round Brl. 42.00
6 Quart 1.00	5 2.65 1890 TD—Oct'gn F'cy 48.50 21 1.85 TD—Oct'gn Plain 22.50
PULLERS-Nail-Rex, \$1.45 each; Rex. Jr., \$1.25; Red	22 1.50 1892 SF-Round Brl. 25.50
Devil, \$2.00; Morrilla, \$2.00; Little Giant, \$1.60.	Marlin
PULLEYS—Brass Screw, No. 850, 1/2 inch, 10c each; 1/4, 10c each; 1/4, 10c each; 1/4, 25c each; 1/4, 40c	27 TD—Round Brl., 20.50 TD—Octagon Brl. 85.00
each; %, 10c each; 1, 15c each; 1%, 25c each; 1%, 40c each. No. 870, % inch, 25c each; 1, 40c each. Brass side, No. 1150, % inch, 20c each; %, 25c each. No.	TD—Octagon Brl. 28.00 1894 SF—Round Brl. 27.50 29 TD—Round Brl. 15.50 SF—Octagon Brl. 29.50
1170. % inch. 25c each: %. 80c each.	1897 TD—Round Brl. 21.50 SF—Carbine 25.50
1170, ½ inch, 25c each; ½, 80c each. Brass Upright, No. 500, 25c each.	TD—Octagon Brl. 23.50 TD—Octagon Brl. 85.25 Remington 1895 SF
Clothes Line, No. 610, 2 15c each; 2½ 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each; 2½ 25c each;	Remington 1895 SF
1660, 20c each; 1670, 20c each; 6350 G, 85c each; 6500,	6 TD—Round Barrel. 7.60 1895 TD 44.00
55c each. Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each;	12 TD—Round Barrel, 18.20 1903 TD—Plain 82.00
46, 85c each; 1651, \$2.25 each.	TD-Octagon Brl 20.20 TD-Fancy 58.00
PULLEYS-Frame-No. 4 Ottumwa per dos., 65c; No. 5,	14 A TD—Standard 82.85 1906 TD
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.	POPE-Cotton Thread-Size 8-16, 75c lb.: 4 to 5-16, 75c;
PUMPS—P. S.—1, \$8.00; 2, \$8.40; 8, \$8.85; 4, \$4.25. PUTTY—Per lb., 10c.	% to %, 75c; % to 1, 80c. Manila—Base, 45c lb Sisal, Base, 85c lb.
RAIL (HOUSE DOOR)—	RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 85c each;
No. 5 Prouty No. 5 Foot, \$.16	RULES, Boxwood-Lufkin Stanley-No. 171, (86) 50c each;
	30 (0411) 40 000 (0) 61 1E. 008 (80) 70a. 988
	No. 872 (86 %) 700; 878 (8) \$1.15; 860 (88) 700; 860
No. Foot No. Poot 9	RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36 ½) 70c: 378 (3) \$1.15; 386 (32) 70c; 388 (32 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c: 751 (61) 30c: 752 (70) 40c; 762 B (7)
No. Foot No. Poot 9	(82 ½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .80c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (62) 80c; 861
No. Foot No. Poot 9	No. 372 (86 1/4) 70c; 878 (8) \$1.15; 586 (22) 70c; 587 (8) \$1.15; 586 (22) 70c; 651 (68) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 1/4) 80c; 781 (62) 80c; 861 A (53 1/4) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 1/4) 60e; 8851 1 (66 1/4) 70c; 8881 (66 1/4)
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (82) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 ¥ (66) 60c; 8861 (66½) 70c; 8881 (66½) 81.40.
No. Foot No. Foot 9	\$1.10: 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (82) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 ¥ (66) 60c; 8861 (66½) 70c; 8881 (66½) 81.40.
No. Foot No. Foot 9 12 16,019 5.0 132 .0182 50 150 10 RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00. RAZORS (SAFETY)— Eveready No.	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 81.50; 4142, 4642, 81.50; 4482, 4642, 82.00.
No. Foot No. Poot 9. 12 10,019	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 81.50; 4142, 4642, 81.50; 4482, 4642, 82.00.
No. Foot No. Foot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 81.50; 4142, 4642, 81.50; 4482, 4642, 82.00.
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig.Zag, 90c; 4142, 4642, 81.50; 4142, 4642, 81.50; 4482, 4642, 82.00.
No. Foot No. Poot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c;
No. Foot No. Foot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (53½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c: 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4148, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 85616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.
No. Foot No. Poot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (53½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8861 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c: 041, Pocket, 20c: 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50; 4148, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c: 8518 (08), 40c: 8514 (04) 55c: 8515 (05), 70c: 8516 (06), 80c: 8518 (00), \$1.05; 8523 (403 F), 40c: 8524 (404 F), 50c: 8525 (405 F), 65c: 8526 (406 F), 75c: 8613 (103), 50c: 8615 (105) 75c: 8616 (106), 90c: 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip.
No. Foot No. Foot 9 . \$.12 16,019	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (58½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each: 1085, Blacksmith 75c: 041, Pocket, 20c: 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each: No. 806 F, 70c: 8518 (08), 40c: 8514 (04) 55c: 8515 (05), 70c: 8516 (06), 80c: 8518 (08), \$1.05: 8523 (403 F), 40c: 8524 (404 F), 50c: 8525 (405 F), 65c: 8526 (406 F), 75c: 8613 (108), 50c: 8615 (105) 75c: 8616 (106), 90c: 8624 (854 F), 60c: 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 23-in. 24-in. 28-in. Rip 7
No. Foot No. Foot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (58½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each: 1085, Blacksmith 75c: 041, Pocket, 20c: 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50: 4143, 4648, \$2.25; 4144, 4644, \$3.00. BULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each: No. 806 F, 70c: 8518 (08), 40c: 8514 (04) 55c: 8515 (05), 70c: 8518 (06), 80c: 8518 (08), \$1.05: 8523 (408 F), 70c: 8618 (108), 50c: 8625 (406 F), 65c: 8526 (406 F), 75c: 8618 (108), 50c: 8615 (105) 75c: 8616 (106), 90c: 8624 (854 F), 60c: 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 30-in. 29-in. 24-in. 26-in. Rip 7
No. Foot No. Poot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (58½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c: 041, Pocket, 20c: 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50: 4143, 4643, \$2.25: 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c: 8518 (08), 40c: 8514 (04) 55c: 8515 (05), 70c: 8516 (06), 80c: 8518 (08), \$1.05: 8515 (05), 70c: 8516 (06), 80c: 8518 (08), \$1.05: 8525 (406 F), 75c: 8524 (404 F), 50c: 8525 (405 F), 55c: 8526 (406 F), 75c: 8618 (108), 50c: 8615 (105) 75c: 8616 (106), 90c: 8624 (854 F), 60c: 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 28-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$3.15 \$3.25 \$2.85 \$3.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10
No. Foot No. Foot 9 . \$.12 16.019 . \$.50 132 .0182	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 23-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$2.15 \$3.25 \$2.85 \$2.60 D-8 & 1874 28.5 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 3.60 2.70 2.85 8.10 12 2.87 2.85 3.05 3.25 3.55 8.85
No. Foot No. Poot 9	\$1.10: 771 (84) 65c: 780 (62½) 80c: 781 (62) 80c: 861 A (58½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) G0c: 3851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c: 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c: 8518 (08), 40c: 8514 (04) 55c: 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 25-in. Rip 7
No. Foot No. Poot 9	\$1.10: 771 (84) 65c: 780 (63½) 80c: 781 (62) 80c: 861 A (58½) 80c: 871 (52) 75c: 881 (54) 85c: 981 (66½) 60c: 8851 Y (66) 60c: 8861 (66½) 70c: 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c: 041, Pocket, 20c: 4141, 4641, Zig-Zag, 90c: 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8525 (406 F), 75c; 8518 (108), 50c; 8515 (105) 75c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 85616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 26-in. 28-in. No. 21-in. 21-in. 24-in. 28-in. 21-in. 21-
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) 81.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 23-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$3.15 \$3.25 \$3.85 \$2.60 D.8 & 1874 23.5 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 8.20 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.85 D.21 & 22 2.20 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 2.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 & 23 2.50 3.65 3.85 3.05 3.25 3.56 D.20 2.50 2.50 2.50 2.50 2.50 2.50 2.50 2
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$41.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8518 (68), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 55c; 8516 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 28-in. Rip 7\$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.35 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.65 2.85 3.05 3.25 3.50 D-20 & 23 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.515 3.25 3.60 3.75 4.90 D-115 & 15 3.50 3.90 4.05 4.30 4.40 4.65 SAWS—One Man— Rimends Disston Chinock C.C. Chinock C.C
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$41.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8518 (68), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 55c; 8516 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 28-in. Rip 7\$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.35 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.65 2.85 3.05 3.25 3.50 D-20 & 23 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.515 3.25 3.60 3.75 4.90 D-115 & 15 3.50 3.90 4.05 4.30 4.40 4.65 SAWS—One Man— Rimends Disston Chinock C.C. Chinock C.C
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$41.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8518 (68), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 55c; 8516 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 28-in. Rip 7\$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.35 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.60 2.70 2.85 8.10 12 2.85 2.50 2.65 2.85 3.05 3.25 3.50 D-20 & 23 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.515 3.25 3.60 3.75 4.90 D-115 & 15 3.50 3.90 4.05 4.30 4.40 4.65 SAWS—One Man— Rimends Disston Chinock C.C. Chinock C.C
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8525 (406 F), 75c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8526 (406 F), 75c; 8618 (108), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 70. 28-in. 31.90 \$2.00 \$2.15 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16. 22.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16. 22.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12. 22.70 \$2.85 \$3.05 \$3.25 \$3.85 \$3.50 \$120 \$3.15 \$3.25 \$3.85 \$3.50 \$3.25 \$3.85 \$3
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4148, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$41.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 28-in. Rip 7 \$1.90 \$2.00 \$3.15 \$3.25 \$3.85 \$2.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 \$2.95 3.00 3.85 3.25 3.85 D-21 & 22 2.50 2.65 3.85 3.05 3.25 3.85 D-21 & 22 2.50 3.65 3.85 3.05 3.25 3.50 D-100 2.50 3.65 3.85 3.05 3.25 3.50 D-100 2.50 3.65 3.85 3.05 3.25 3.50 SAWS—One Man— Simonds Disston Simonds Felling same price as Royal Chinook C. C.
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8525 (406 F), 75c; 8526 (406 F), 75c; 8618 (108), 90c; 8624 (40F), 50c; 8625 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8516 (106), 90c; 8624 (4854 F), 50c; 8625 (405 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 34-in. 28-in. Exp. 7 \$1.90 \$2.00 \$3.15 \$3.25 \$2.85 \$3.60 2.70 2.85 \$1.00 12 \$2.85 \$3.50 2.60 2.70 2.85 \$1.00 12 \$2.85 \$3.50 2.60 \$3.70 \$3.85 \$3.60 2.85 2.50 2.60 2.70 2.85 \$3.00 2.85 \$3.00 2.85 3.60 2.70 2.85 3.00 2.85 2.50 2.85 2.50 2.60 2.70 2.85 3.00 2.85 2.50
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8525 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— \$1.90 \$2.00 \$3.15 \$3.25 \$3.25 \$3.25 \$3.50 \$10 \$10 \$3.25 \$3.25 \$3.25 \$3.50 \$10 \$10 \$3.25 \$3.25 \$3.50 \$3.55
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8525 (406 F), 75c; 8526 (406 F), 75c; 8526 (406 F), 75c; 8526 (406 F), 75c; 8526 (406 F), 75c; 8613 (108), 50c; 8515 (105) 75c; 85616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$41.05; 8525 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8516 (106), 90c; 8624 (404 F), 50c; 8625 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 30-in. 29-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$3.25 \$3.85 \$3.60 D-8 & 1874 23.5 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 8.10 12 280 2.85 3.05 8.25 3.45 3.70 112 280 2.65 3.85 3.05 8.25 3.45 3.70 112 280 2.65 3.85 3.05 3.25 3.50 2.60 2.70 2.85 8.10 2.00 \$3.15 32.5 3.55 3.55 3.55 3.55 3.55 3.55 3.5
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8518 (08), 40c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 55c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 29-in. 24-in. 28-in. Rip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 2.50 2.50 2.50 2.50 2.50 2.50 2.50 2.
No.	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 30-in. 29-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$3.25 \$3.85 \$3.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10 12 2.70 2.85 8.05 8.25 8.45 8.70 112 2.80 3.95 3.20 8.85 8.60 8.85 D-20 & 28 2.50 2.65 3.85 8.55 D-20 & 28 2.50 2.65 3.85 8.55 8.55 D-20 & 28 2.55 2.65 3.85 8.55 8.55 120 3.15 3.25 3.60 6 1.0 6 6.50 D-115 & 15 3.80 3.90 4.05 4.20 4.40 4.65 SAWB—One Man— Simonds Disston Simonds Pelling same price as Royal Chinook C. C. Atkins No. 400 and 401—28 in \$8.50 20 in 4.49 28 in \$8.80 20 in 2.50 21 28 in \$8.80 20 in 2.50 24 in 2.90 18 in 2.90 Atkins No. 58-51 and 65—28 in 3.80 29 in 2.50 29 in
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 75c; 8618 (106), 90c; 8624 (854 F), 60c; 8625 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 23-in. 24-in. 28-in. Rip 7 \$1.90 \$2.00 \$3.15 \$3.25 \$2.85 \$2.60 D-8 & 1874 235 2.50 2.60 2.70 2.85 3.10 16 2.25 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.85 3.60 D-10 & 23 2.85 3.05 3.25 3.85 D-20 & 23 2.85 3.05 3.25 3.85 D-20 & 23 2.85 3.05 3.25 3.85 D-10 0 3.15 3.25 3.40 3.60 3.75 4.00 SAWS—One Man— Simonds Disston Chinock C.O. Atkins No. 400 and 401— 28 in \$6.85 22 in 4.85 Atkins No. 68 and 69— 28 in \$8.80 22 in 2.50 Atkins No. 68 and 69— 28 in \$3.80 22 in 2.60 Atkins No. 58-51 and 65— 28 in \$3.80 23 in 3.60 Atkins No. 58-51 and 65— 28 in \$3.80 29 in 3.60
No. Foot No. Poot 9	\$1.10; 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 30-in. 29-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$3.25 \$3.85 \$3.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10 16 2.85 2.50 2.60 2.70 2.85 8.10 12 2.70 2.85 8.05 8.25 8.45 8.70 112 2.80 3.95 3.20 8.85 8.60 8.85 D-20 & 28 2.50 2.65 3.85 8.55 D-20 & 28 2.50 2.65 3.85 8.55 8.55 D-20 & 28 2.55 2.65 3.85 8.55 8.55 120 3.15 3.25 3.60 6 1.0 6 6.50 D-115 & 15 3.80 3.90 4.05 4.20 4.40 4.65 SAWB—One Man— Simonds Disston Simonds Pelling same price as Royal Chinook C. C. Atkins No. 400 and 401—28 in \$8.50 20 in 4.49 28 in \$8.80 20 in 2.50 21 28 in \$8.80 20 in 2.50 24 in 2.90 18 in 2.90 Atkins No. 58-51 and 65—28 in 3.80 29 in 2.50 29 in
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (06), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (108), 90c; 8624 (854 F), 60c; 8625 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$16 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.25 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$12 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.50 \$2.85 \$2.8
No. Foot No. Poot 9	\$1.10: 771 (84) 65c; 780 (63½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) G0c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8625 (406 F), 75c; 8618 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 30-in. 39-in. 24-in. 26-in. Bip 7 190 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.35 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 3.05 3.25 3.85 3.60 D-20 & 23 2.85 3.05 3.25 3.85 3.60 D-10 0 2.50 2.55 3.55 3.05 3.25 3.55 D-20 & 23 2.85 3.60 3.75 4.90 D-115 & 15 3.80 3.90 4.05 4.20 4.40 4.85 SAWS—One Man— Simonds Disston Simonds Pelling same price as Royal Chinook C. C. Atkins No. 400 and 401— 28 in 5.80 20 in 4.49 28 in 5.80 20 in 4.49 28 in 5.80 20 in 2.50 24 in 5.90 18 in 2.50 24 in 2.90 20 in 2.40

	BETALL SELLING	PRICES—Continued.
SAWS-Continued. Hand-	Atkins No. 66 and 67-	D Handle, No. 1 A F. \$1.90 each: 2, \$2.00: 3 \$2.00. 4
28 in	32 in 3.65	\$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10.
34 in 2.90	20 in 2.50 18 in	D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25. The last figure in the number of
Atkins No. 70-	10 14 3.20	The last figure in the number of a scoop shows its size.
28 in\$2.85	22 in 3.10	SCREWS— Iron Bench—
26 in 2.40 24 in 2.20	30 in 1.95	%
No. 5 Simonds, No. 12 Diss	18 in	\$\bar{V}_2\$ 1.10 1 \bar{V}_2\$ 1.50 1 1.20 1 \bar{V}_2\$ 2.25
ton or No. 59 Atkins.	36-inch 8.85	Wood Hand— 1.20 11/2 2.25
20-inch\$2.65	28-inch 4.25	6 inch
22-inch 8.00	80-inch 4.75	8 inch
No. 8 Simonds, No. D8 Disston er No. 51	30-inch 3.35	10 1200 25 18 inch 1.60
Atkins.	22-inch 3.50 24-inch 3.65	13 inch
20-inch\$3.50	26-inch 3.75	Jorgensen— No. 0\$1.15 No. 8 1.65
22-inch 2.75	28-inch 8.25	No. 1 1.35 No. 4 2.00
24-inch 2.85 26-inch 8.00	No. 4 Simonds or No. 120	No. 2 1.50 No. 5 2.50
28-inch 8.50	Disston.	BCREWS-Wood-
80-inch 8.75	26-inch\$4.00	Contr. Broken Flat Hd. Brt.—Small Quant.
No. DIOO or No. D20	38-inch 4.35	Contr. Broken Flat Hd. Brt.—Small Quent. Full Pkg. Pkg. 5c Dozen to \$1.00 List FH Brt60% 50% 10c Dozen to 2.00 List
Disston.	No. 113 Disston.	FH Brt60% 50% 10c Dozen to 2.00 List FH Bl60% 50% 15c Dozen to 8.00 List
36-inch	26-inch	KH Bl 60% 50% 30c Dozen to 4.00 List
Dack 12 12 2.25	Butcher No. 10, 16 in. 1.25	EH Nig 50% 40% 35c Dozen to 5.00 List
Back 14 in 2.50	18 in 1.88	FH Gal 40% 80% ROG Dozon to 600 Idea
Back 18 in 2.78	30 in 1.50	PH Brs 20% 20% 85c Dozen to 7.00 Last RH Brs 30% 20% Retail
Back 20 in 8.00 Back 23 in 8.25	22 in	Contr's, by des.
Compass No. 2, 10 in60	14 in	Laglist Plus 35%
19 12	16 in	Cap V. threadlist Plus 25%
14 in	16 in	Sat list Plus 38%
16 in	26 in 3.75	Machine Iron 80% off list.
Disston.	28 in 4.25	RH Brs 20% 20% Retail
16-inch\$1.80	80 in	Nuts for Machine Screws—Iron, add 30% to List Price; Brass, 40% to List Price.
18-inch 1.90	• • • • • • • • • • • • • • • • • • • •	Bench-Iron-1-inch, \$1.00; 1\(\frac{1}{2}\)-inch, \$1.35; 1\(\frac{1}{2}\)-inch
Buck—		Bench-Iron-1-inch, \$1.00; 11/4-inch, \$1.25; 11/4-in, \$1.50; 11/4-inch, \$2.25. Wood-2-inch, \$1.25.
Com Bel Brace V tooth Com Dhl Brace Tuttle tooth	1.00	SCREW DRIVERS-Yankee-30, \$3.00; \$1, \$2.75; \$5,
Com Dbl Brace V tooth	1.50	\$1.50; 130, \$2.25; 181, \$2.90.
SAW CLAMPS-Stearns. 8, \$1	75; 0, \$1.00; 105, \$3.50;	SCREW DRIVERS-G. & P867-1%, 85e; 8, 40e; 4, 45e.
200, \$1.50; Went, 2, \$2.50;	Perfection, \$1.00; No. 10,	SCYTHES—Bush— Grass
SAW SETS-	n guide, 58.25.	No. Each No. Each 400
201 G. A. P	Oolenial 1.25	450
Spec. Morrill 1.10	7 Taintor 1.10	Weed 100 2.85
105 Morrill	28 Triumph 1.25	800 2.40 150 2.25
10 1.00	Hammer	850 2.25 STEEL-Mild-See Iron. Tool, 20c; Drill, Com., 20c.
77		STEEL GOODS—Forks, Alfalfa—Ao1841, \$2.00 each; Ao185,
X Out—		\$2.00 each.
Morrill No. 8\$1.25 Baker No. 8 3.35	Moria No. 3 3.35	Forks, Barley-Bol85, \$2.00 each; B0505, \$2.75; Bol8D,
SAW TOOLS—	Morin No. 214 2.75 Morin No. 8 1.00	\$2.00; Bo5oD, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$3.75.
Clipper Outfit \$.75	Setting Tool Disston-	Forks, Hay-No. o 8154 1/2 B, \$1.60 each; o 8155B, \$1.65
Morin Raker Gauge-	No. 100	each; o 3155 1/2 B, \$1.75; 0 8164 1/2, \$1.80; o 8165, \$1.85;
No. 1 1.00	No. 4 Setting Blocks-	o 816514, \$2.00.
No. 6	No. 4 Blocks, Morin. 1.00 Swages No. 0 Disst 4.50	Forks, Header—Rol544, \$2.35 each; Rol55, \$3.35; Rol554, \$2.25; Rol56, \$2.85; Rol644, \$2.40; Rol65, \$2.50; Rol654, \$2.50; Rol66, \$2.60; Sol55, \$3.35;
Atkins Raker Swage40	Swages, Whitings 1.00 Atkins Rex 1.00	\$2.50; Ro165 14. \$2.50; Ro166. \$2.60; So155. \$2.25;
5-M Tooth Gauge15	Atkins Rex 1.00	
Jointers Pikes Perf 60 Jointers No. 7 Sterns . 65	Atkins Excelsior	Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44½X, \$1.35; 54½X, \$1.50; 64½X, \$1.75; o44½XZ, \$1.85; o44½X, \$1.40; o44½X, \$1.50; o44½X, \$1.50; o54½X, \$1.75; o54½X, \$2.15; o64½, \$2.25.
SCALES—Family, No. 11021, \$2	85 anch: 1100 80 50 anch:	\$1.70; 00DA, \$1.70; 00D, \$2.20; 44A, \$1.00; 44A, \$1.20; 4444 \$1.85 5444 \$1.50 644 \$7. \$1.75 644 \$7. \$1.85
reddiers, No. 101, \$4.00 each:	108. \$4.00 each: 115. \$4.00	044X, \$1.40; 044 4 X, \$1.50; 044 4, \$1.50; 054 4 X, \$1.75;
encn: 400E, \$4.00 each.		054 ½, \$2.15; 064 ½ X, \$2.15; 064 ½, \$2.25.
Spring Balance, No. 87, \$4.50	each; 202, \$4.50 each; 808,	roles, Specing No. Deb. 41.10 deca, Dba, 41.50, dbba,
\$5.50 each,		\$1.50; L4X, \$1.85; oL4X, \$1.50; o5H4, \$2.50; Jo4, \$3.00;
SCISSORS—Cast, No. 10, 40c et inch 45c; 240, 4 inch 25c; 41/2	sen; 44, 7% inch 40c; 8%	JoW, \$2.50. Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60
4½ inch 80c; 5 inch 85c; 5½	inch 40e: 6 inch 45e: 990	8W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65e;
100; 850, 650.		8W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W74, \$1.10; \$4W, 75c. Hooks, Potato—No. 4BHDM, \$1.25; each; 4BHPM, \$1.25;
Wisa, No. 4 B H, \$1.25 each;	5 B H, \$1.80; 4 R, \$1.85;	5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.85;
54 % 95c: 55 #1.00 55 % #1	05 · 56 91 10 · 5614 91 15 ·	6GNR, \$1.50.
57, \$1.20; 154¼, \$1.10; 155, \$1.25; 156¼, \$1.85; 157, \$1.4	. \$1.10; 100%, \$1.20; 156, 5.864 \$1.20: 28414 \$1.55.	Hooks, Manure—No. M40, \$1.85 each.
		Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00;
\$1.20; 573, \$1.45; 573%, \$1.60	0; 574 4, \$1.65; 668, \$1.45;	16, \$1.15. Rakes, Hay, Wood—No. 01, 50c each.
91 15: 76414 91 00: 765 91 00	1, \$1.05; 768 1/4, \$1.10; 764,	Rakes, Lawn-No. 36LR, \$1.15 each; 120R, 65c; 124R,
\$1.20; 573, \$1.45; 573 %, \$1.60; 663 %, \$1.60; 664, \$1.65; 763 \$1.15; 764 %, \$1.20; 765, \$1.20; 773, \$1.10; 773 %, \$1.15; 774 %, \$1.25; 81.5; 774	o, 10073, #1.80; 700, #1.85; . \$1.20: 814. \$1.20 • 81414	65c; 2046, \$1.15.
41.50, 010, 41.50, 01078, \$1.50	D; D10, \$1.40.	Rakes, Malleable—No. 10BM, 50c each; 10BM, 50c; 12BM, 65c: 12BM, 60c: 14BM, 60c: 14SM, 65c
SCOOPS-Long Handle, No. A 4		65c; 128M, 60c; 14BM, 60c; 148M, 65c. Rakes, Steel Bow-No. B11, \$1.10 each SB12, 90c; B18,
744 L, \$2.50; 746 L, \$2.60.		\$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.
	STEEL	G00D8—
Potato Forks. Fish Fo	rks. Miveted.	Snathes. Mortar. Floral Sets.
P064 1.70 IP		160 160 81 151
P06D 1.85 Stone	s. Socket.	1.00 1.60 810 1.85 3
Sluice Forks. HHA	1 65 0078	() Campaign gran Maily errores 1.00 OFF errores 1.00
300 · · · · · · · · · · · · · · · · · ·	3.25 G078X	1 00 M29 1.35 ePSF 3.80
210 2.50 212 2.75 Warm	Beebe.	Nursery. 1905 \$1.10 FSD
Cohe Total	BB6	No. 7 1.00
710 W7	1.10 BB6 1/290	German. 914 3.50 TY4
712 8.25 W71/2	1.15 Acme.	GE2-0 90 Edger Turf. 81 00 Floral Rakes.
714 8.75 We	1.20 A 1.11	Planter's Eye. Dandellon GR645
Shavings Forks. Ladle	S'. Mattock.	And05 Spuds30 Clam Rakes.
306L 2.15 LY5	65 DE8	5 AE575 Dock Outter \$1.25 1120 8.25

	LNG 2	FAIO 26 OUT CITIES.
SHEARS—Grass Each	Each	No. Rech No. 100 G V R 8.00 100 R G T D 4.25
1\$.45 0267	.85	100 R 2.25
26	.60 . 9 0	100 R B T D 4.25 1016, 1018 3.75
097 1.25 11 G	1.50	Try and Mitre 2 6
SHEARS—Dressmakers', Etc., Wiss— No. Each No.	w \	2 71/2
130\$2.60 189	Each 2.00	2 9
130	2.45	12 6
187 1.45 199	2.00	12 8
137½ 1.50 847 137½ L H 1.90 847½	1.65 1.75	STONES, SHARPENING-Aloxite or Carborundum-No. 107,
138 1.60 848	1.80	\$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00;
1381/4 1.65 4471/4	1.90	112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 128, \$1.00; 124 to 126, 80c; 138 to 185, \$1.25; 136 to 188,
189 2.00 448 147 1.45 1080		75c; 142 to 144, 60c; 145 to 147, 40c.
147 1/2 1.55 1036	1.25	Pike's Oil and Water—No. 13, 50c each; 14, 50c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 87, 25c; 40, 25c; 43, 85c; 48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00;
148 1.60 1036 ½ 148 ½ 1.65 1087	1.45	85c; 48, 50c; 51, \$1.00; 52, \$1.25; 58, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66,
180 2.45 1087½ 182 8.00 1038	1.55	\$2.75; 68, \$8.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92,
184	1.65	50c; 94, 60c. Pike's Scythe—No. 89, 15c each; 40, 15c; 41, \$15c; 42, 20c.
186 4.90 1089		SPRAY PUMPS—Faultless, Tin, each, 60e; Barnes No. 254,
SHEETS—Galvanized, Full Sheets—10 to 16, 13 1/2 c lb. to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c E	llack	\$4.50; Barnea No. 276, \$7.00.
Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28,	1 2c.	STAPLES-Netting, Galv., 15e lb.; Barbed Wire,, Polished,
For cutting sheets, add 10% to above. Corrugated— 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$6	Pt4., 0.50:	71/2 C.
Rock Face Siding, \$10.50.		STARRETTS' TOOLS—''Shop'' or ''Retail''— Micrometers, 40% above list.
SHEET'S (STEEL)—Black, Soft, 18-20, 22-34, 26, 27, 28 gauge, 16c cut, 12c full sheet.	8, 80	Caliper Rules, 40% above list.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28	. 80	Thickness Gauges, 40% above list. Steel Tables, 40% above list.
gauge, 20c cut, 14c full sheet. Galvanised, Corrugated, 26-gauge, 6 to 10 feet, open;	26-	All other items, 25% above list.
gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.		G. & P. GOODS—Hack Saw Frames— 69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$2.00
		STOCKS & DIES-
SHIELDS— Diamond—Expansion %, each	.20	Green River List plus 25% Common No. 1 pipe\$7.75
8-16, each		Armstrong No. 1 pipe \$5.88 Stocks Only—
%, each	04 .04	No. 3 7.30 Common No. 1 Pipe 33.75
%, each	.04 .06	No. 3, 1 % to 218.00 Armstrong No. 2 8.50
%, each	.06	
SHINGLES—Tin, 5x7, \$3.00. 5-16x1 each	.07	STOP AND WASTE— Rough Brass, Iron Pipe Threads No. 10 T-Handle er
SHOES-Horse-Light, extra light or snow. All sizes, 10	e Ib.	No. 20 Lever Handle—
Mule—No. 00 & 0, 12c lb.; 1, 11 %c; 2 & larger, 11c. Cast Sleigh—Flat. 9c lb.; Concave or Convex, 10c lb.		¾ inch 2.00 ¼ inch 2.00 ½ inch 3.00 No. 80 High Grade "Cap" Pattern T or Lever Handle
SHOT-Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. be	ags),	No. 80 High Grade "Cap" Pattern T or Lever Handle— Rough Brass, Iron Pipe Threads
20c lb.; No. 525 (tubes), 10c pkg. Balls, Nes. 6, 00, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1, te 12,	000	% inch
lb.; B, BB, BBB, 20c lb.		STOVES—Common Air-Tights—
SHOVELS—D Handle, Round Point, No. 103, \$2.60 each;	201,	No. 16 Unlined\$2.25 No. 22 Lined\$4.50
\$2.25; 401, \$1.90; 1008, \$2.15; 1004, \$2.25; 1005, \$2.8 D Handle, Square Point, No. 104, \$2.60 each; 208, \$2	3.25;	No. 18 Unlined 8.00 No. 24 Lined 5.00 No. 20 Lined 4.00 No. 26 Lined 6.00
807, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1 \$2.25; 1111, \$2.15; 1112, \$2.25.	1010,	STRIP-Weather-Rubber, 1/2-in. Sc per ft; %-in. 4c ft.
Long Handle, Round Point, No. 200, \$2.25 each; 800, \$2	3.25;	SUPPORTS-Wagon Tongue-
\$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.5	50.	No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75
Long Handle, Square Point, No. 108, \$2.60 each: 202, \$2	3.25:	SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50
304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1 \$2.25; 1008, \$2.50.	,	each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00
ASSES' SKIN-25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.		each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
SLEDS—Hand and Coaster. Jr. Racer		each; Universal (N), \$4.75 each; Universal (J), \$4.25 each.
No. 1\$8.00 Tux. Racer	7.50	TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85e lb.; No. 4, 85c lb.; 6, 85c; 8, 85c; 10, 85c.
No. 2 8.50 Fire Fly— No. 8 4.59 No. 9	1.75	Carpet. No. 434 Cut. or 484 Wire 4 lb. papers-8, 10e
No. 4 5.50 No. 10	2.25 2.75	box: 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Cut, or 488 Wire 1/2 lb. papers—8, 71/2 box; 4, 71/2 c; 6, 71/2 c; 8, 71/2 c; 10, 71/2 c. No. 495 Wire in bulk—
No. 6	8.25	7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—
SMOOTH-ON-75c lb.		8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.
SOLDER-1/4 and 1/4, 70c lb.; No. 1, 90-100, 65c lb.; Windows 60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 60c lb.; Wire, 50-50, 6	ping, 0-60	Upholsterers'-No. 804 Cut, 1 lb. papers-11/2 15c box;
65c lb.		Upholsterers'—No. 304 Cut, ¼ lb. papers—1½ 15c box; 2, 15c; 3½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, er 355 Wire in bulk—8, 85e lb.; 4, 85c; 6, 85e; 8, 85c; 10, 85c; 12, 85c.
SNIPS, TINNERS—Wiss, Regular—No. W 6½, \$4.25 W7, \$8.75; W8, \$8.00; W9, \$2.65; W 10, \$2.85;	pair; W11	lb.; 4, 85c; 6, 85e; 8, 85c; 10, 85c; 12, 85c.
\$1.85; W12. \$1.50,	-	Double Pointed—Blued, ¼ lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 80c lb.; 210,
Wiss, Curved Blade—No. W64CB, \$6.25 pair; W \$5.25; W8CB, \$4.50; W9CB, \$4.00; W10CB, \$8.65; W1	10B,	80e; 211, 80c; 212, 80e
\$3.00; W12CB, \$2.65.	,	TAPS—Machine Hand—Disc.
SQUARES, STEEL—	.	1-16 to 15-6480% 1 1-16 to 220% 14 to 180% Stove Bolt—
No. Each No. 3 2.00 24	Each 1 85	1 1-16 to 2
8 B, 8 G 2.60 27	1.75	Machine Screw—
10 1.50 100 14 1.75 100 A	8.25	
14 B, 14 G 2.50 100 B, 100 G	8.00	14 to 2485%

TAPES- Blarrett No. 510, 25-ft. 360 \$8.85 No. 510, 50-ft 268 4.85 No. 510, 75-ft. 265 6.15 No. 510, 100-ft. 266 7.75 No. 510, 100-ft. 266 7.75 No. 505, 25-ft. 240 3.25 555 4.75 556 6.00	No. 505, 50-ft. 243 4.00 No. 506, 75-ft. 245 5.25 No. 508, 100-ft. 246 6.75 Starrett 550 3.00 552 3.75 105 6.25 1260 3.60	Moulds, All Kinds 201 IC, Plain .15 1 Melon 1.35 201 ½ IC, Plain .15 2 Melon 1.50 202 IC, Plain .15 2 Pudding 1.49 208 IC, Plain .20 02 1.05 204 IC, Plain .20 3 Melon 1.65 205 IC, Plain .25 3 Pudding 1.60 206 IC, Plain .25 08 1.15 208 IC, Plain .30
100 4.00 108 5.00 TEES—Stove Pipe—Oylinder— Asbestos 6 inch— 6x4, each. \$.90 6x6, each 1.25 6x8, each 1.45 8x6, each 1.75	1268 4.50 1265 5.75 Adjustable 6 inch— 4 to 8	4 Melon 1.90 2100 IC Plain .55 08
TENTS— Size 7z7 7z9 9z9 94x13 12x14	Poles & Stakes 8-oz. 10-oz. Per Bet\$10.40 \$12.15 \$2.85 14.25 16.65 2.35 16.75 19.55 3.25 22.50 26.25 8.90	62
12:18	27.75 82.45 5.20 29.50 84.65, 5.20 86.65 42.85 6.20 40.25 47.85 6.20 44.85 51.75 6.50 50.50 58.75 7.80 61.10 71.25 8.45	14
5x7 7x7 7x9 Flys—½ price of tent. Pin THIMBLES—Asbestos—Each, \$1.65; 8x6, \$1.75. Adj. Btov 75c. THIMBLES—Flue—6-in., 10c;	8.20 9.55 2.25 9.80 11.50 2.60 s, 3c each. 6x4, 90c; 6x6, 81.25; 6x8, e Pipe—4 to 8, 50c; 6 to 13,	120
THICKNESS GUAGES-40% a TIN-Common Roofing-40c pe TINWARE- Boilers, Coffee No. Boilers, Coffee	bove list price. or sheet. 02	410
017	14 3.25 500 4.00 503 4.50 503 5.00 505 5.00 505 7.50 810 7.50 Kettles, Tea	10
854	02	21
29 A	068	TORCHES—Alcohol, No. 28, \$2.00 each. Gesoline, No. 14, \$4.00 each; 87, \$6.75 each; 88, \$7.25 each; 81, \$7.75 each; 82, \$8.00 each; 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each. Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.
07	240	TRAPS—Fly—Paragon, 85c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45. Game—O Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 8 Newhouse, \$1.85; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, \$0c; 1¼ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Vietor, 20c; 1 Victor 25c; 1¼ Victor, 85c; 2 Victor, 45c; 8
11 1/2	11	Victor, occ; a Victor, 15c each; Noxall, 25c; Maccabee, 25c; Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c. Mole—Reddick, 21.00 each; Out-O-Sight, 21.25. Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c. Rat—Sure Catch, 10c each; Security, 25c; Holdem, amall,
04 1.50 30	Measures 1 .20 2 .80 30 .15 83 .80 84 .40 85 .50 86 .70	75c; Holden, large, \$1.00. TROUGH— Eaves— 4 in\$.1816 5 in
1	122	4 in

TROWELS (BRIOK)—Farmers, No. 555 (Handy), 25c each. Standard, No. 55, 8 to 12 (177), \$1.00 each. Disston, No. 10, 10½, \$1.65 each; 11, \$1.75 each; 11½, \$1.80 each; 12, \$1.90 each; 13, \$2.00 each; 14, \$2.15 each. Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 11¼, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each. TURNS—Cupboard—Brass Plated—Small, 20e; large, 25c. TWINE—Sacking—¼-lb. hank, 20c. TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.; Flax—No. 18 B B, 50c lb.; 24 B B, 50c; 18 B C, 60; 24 B C, 60c; 36 B C, 60c; 80 Sacking, 55c; 40 Sacking, 55c; 38 Sacking, 75c; 44 Sacking, 75c. Hemp—No. 4½, 40c lb.; 6, 40c; 07, 40c; 1018Bc, 60c; 1024 Bc, 60c; 1036 Bc, 60c. UNIVERSAL PLATES—Mild Steel Bars.	Steel Tray and Frame—No. AX, \$11.25 each; 4, \$13.00; 5, \$14.25; 10, \$19.50.	
¼-inch and thicker and wider than 6-inch 9.25 ewt. VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.	Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel Galv., 80 rd spla, ea., \$4.45; Glidden 80 rd spla, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75. Broken Coils—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c	
VALVES-	Broken Coils—1 to 24-lb, add Sc lb.; 35 to 50-lb, add Sc	
Standard Globe and Standard	lb.; 50 to 100-lb. add 1 c lb. Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25	
Angle Valves— 4	WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; 4-pt. Lyman (galvanized), open; 5-mooth-Twisted—Two Strand, open. WIRE CLOTH—Hardware Galvanized—Mesh and Kind, 1-inch mesh, 16c aquare foot; %-inch mesh, 13c; %-inch mesh, 18c; 2-mesh, 9c; 3-mesh, 9c; 6-mesh, 10c; 5-mesh, 10c, 5-mesh,	
2 5.75 2 7.75	14 M, Bronze, 15c; 14 M, Galvanized, 4½c; 16 M, 5c; 14	
VISES—Solid Box—	M, Opal, 5 c; 16 M, Opal, 5c.	
35 lb. \$13.50 65 lb. 17.50 90 lb. 25.00 40 lb. 18.15 70 lb. 18.75 95 lb. 26.25 45 lb. 18.75 75 lb. 20.00 100 lb. 27.50 50 lb. 14.40 80 lb. 21.90 125 lb. 35.65 55 lb. 15.00 85 lb. 28.15 150 lb. 48.60 60 lb. 26.25	WOODENWARE— Boards, Pastry No. 16x22 inches	
WAGONS—Express,	Pins, Rolling	
Steel	Bowls, Chopping 20 (1)	
No. 8	WRINGERS (CLOTHES)—American—No. 10, \$4.25 each; 10 M, \$8.85; 100, \$5.75; 110, \$4.75; 117 E, \$6.25; 180 E, \$6.00; 180, \$6.00; 180 E, \$6.50; B 180 E, \$10.50; 190 E, \$6.50; 300, \$6.00; 301, \$6.25; 803, \$7.00; 360 E, \$7.25; 361 E, \$8.00; 370 E, \$6.75; 390 E, \$6.75; 570 E, \$7.50; 571 E, \$8.00; 590 E, \$7.50; 591 E, \$8.00. Mop — Eagle, No. 10, \$2.50 each; 14, \$2.75; 22, \$8.50, White, No. 2, \$2.25 each; 3, \$8.00; 1, \$8.50; 0, \$4.25; \$, \$teel, \$4.00.	
WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.	WRENCHES—Agricultural— No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.85; 15, \$1.75. Alligator—No. 0, 20c each; 1, 25c; 2, 60c; 3, \$1.45; 12, 30c; 18, 50c.	
WATCHES— Yankee \$1.65 Junior 3.25 Triumph 2.00 Midget 8.25 Eclipse 2.50 Radiolite 2.75 WAX—Floor, 60:.,	30c; 13, 50c. Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75. Coes—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.60; Knife (10), \$2.200; Knife (12), \$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (8), \$1.60; Steel (10), \$2.20; Steel (21), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50. Crescent—No. 158 (4), \$1.85 each; 188 (6), 95c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$1.85; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25. Parts add 30%.	
	Steel (18), \$4.50; Steel (21), \$5.50,	
WEANERS—Calf.—Shaws No. 1, 50e; No. 3, 65e. Hoosier N 11, 75e; No. 12, 85e. Kantsuk—Calf., 40e; Cow, 50e. WEDGES—Truckee-Alki, 1b., 15e; Oregon-Atha, 25e; Cedar-Alki, 15c; Falling, 37e; Saw, 19e.	Crescent—No. 188 (4), \$1.85 each; 188 (6), 95c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$1.85; 68 (8 Dbi. End.), \$1.85; 618 (10 Dbi. End.), \$2.25.	
Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c. WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balance—1/2, 7c lb.	Hawkeys-No. 200, 60c each. WRENOHES-	
	P. S. & W. Stronghold	
WHEELBARROWS — Brick — No. 10 B, \$10.75 each; 20, \$10.75. Garden—No. 2 V, \$9.50 each; 3 V, \$11.25; 21, \$6.25. Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75. Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$8.50; 27, \$12.50; K 29, \$16.50.	Each 25 6	

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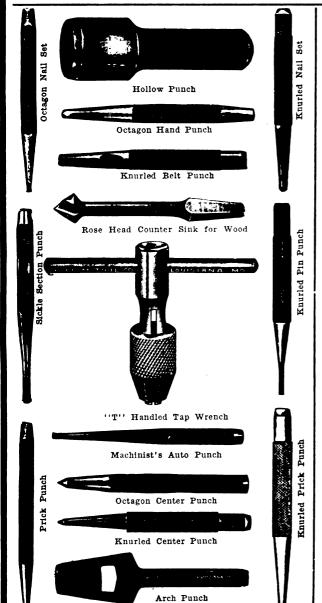
THE BUFFUM TOOL CO.



LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



The Quality of Buffum Tools

Stands out in every line and stands out more during every month of hard service

Proper Design
Good Material Best Finish
Right Price

WHAT MORE?

Every Tool Fully
Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give — by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T

YOU CAN'T



C. W. GAUSE COMPANY

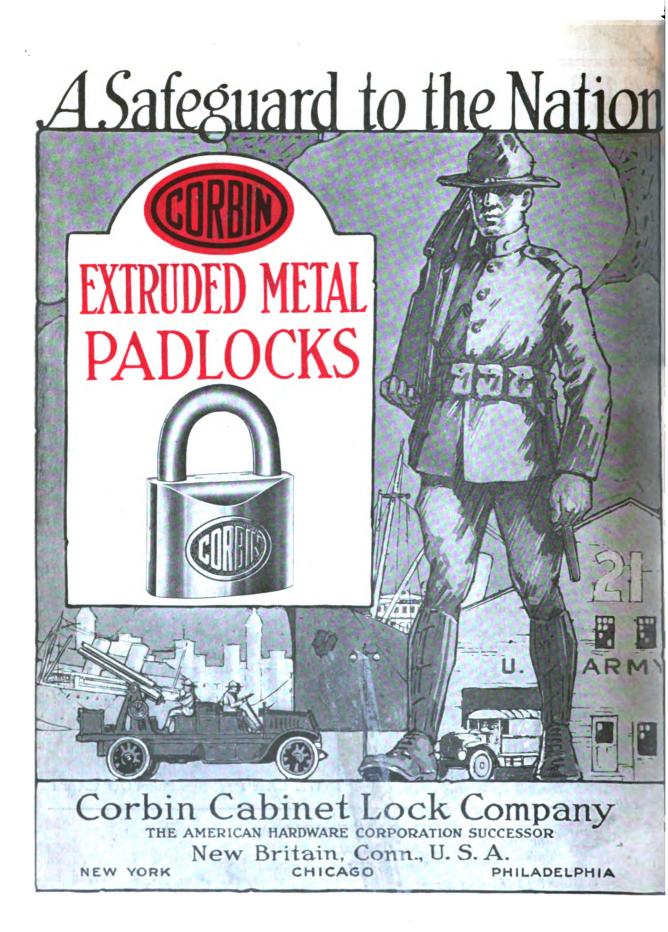
WESTERN SALES AGENTS

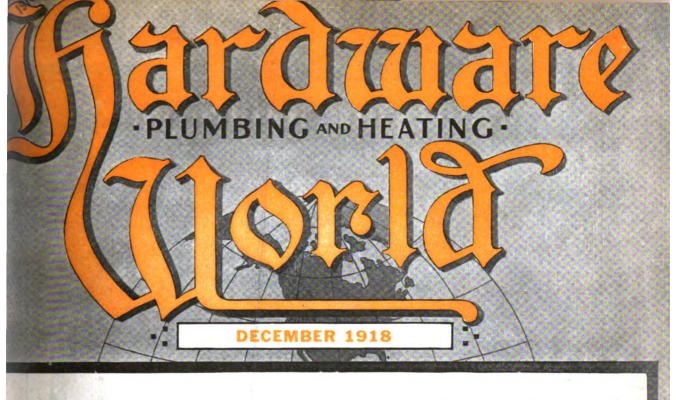
Room No. 605 Williams Building

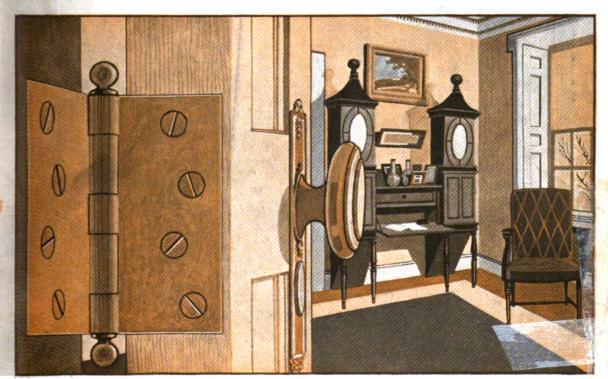
693 Mission Street

San Francisco, California









Stanley No. 241

The extraordinary excellence of this butt and its great popularity mean large sales and handsome profits for you. It should be in every dealer's stock

Today Send for Latest Caralog on Stanley Hardware

THE STANLEY WORKS

NEW BRITAIN, CONN., U. S. A.

NEW YORK, 100 LAFAYETTE STREET

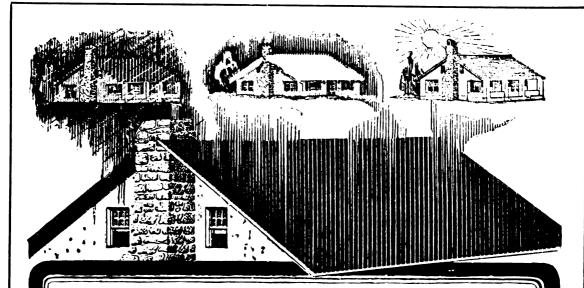
CHICAGO, 73 EAST LAKE STREET

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts.

Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrols

Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is adaptable for factory and mill use

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Clothier to Houses

URING spring, summer, autumn, and winter, houses must be fitly clothed to hold off "bodily" ills. That is why the trend of building efforts is being directed more and more to a thorough knowledge of sheathing papers and the claims that are made for them. Of equal importance to the builder is economy—an honest relation of price paid to service given.

BERMICO the Standard Sheathing Paper, as it has been called—lives up to this standard of economy. It is moderately priced. Yet, quite unlike inferior grades, BERMICO consists of the purest, toughest, and longest of pulp-screened fibres.

Wherever BERMICO has been chosen to shield a building and its inmates from the weather and to deaden wall and floor sounds, we are confident that BERMICO has been selected on merit alone. As for BERMICO sales—we know why they please our dealers. Do you?

Your jobber (or we) will gladly send you complete information

BROWN COMPANY

Founded 1852 PORTLAND. MAINE

NEW YORK OFFICE Woolworth Building CHICAGO OFFICE

Do you use NIBROC KRAFT wrapping paper?

DESCRIPTION DESCRIPTION DE PORTON DE LA DESCRIPTION DESCRIPTION DE LA DESCRIPTION DE

VICTORIOUS PEACE

FOLLOWED BY

A BIG CHRISTMAS BUSINESS



The war over—everyone happy—general prosperity prevailing. These conditions will produce a heavy demand for Christmas presents of substantial value—let trinkets be forgotten.

Thousands of electric washers will be sold in the next few weeks to gladden the hearts of American wives and mothers who have kept the home fires burning. You should be prepared to get your share of this desirable business.

Dexter washers are acknowledged leaders—are attractive in appearance—substantial in design—quick and efficient in performance. They are in stock at distributing centers in all parts of the country for prompt shipment.

A card addressed to the home office will secure a catalog and details of an attractive agency proposition. Special Christmas display cards, holly tags and other seasonable advertising matter are free to Dexter dealers.

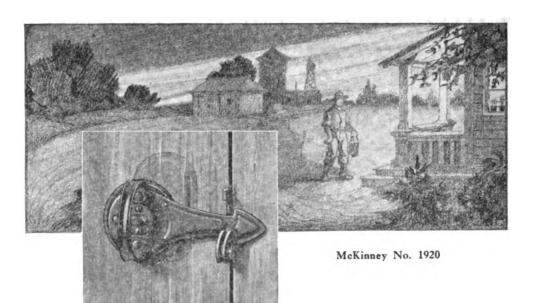
THE DEXTER CO., Fairfield, Ohio

Warehouses at Albany, Toledo and Peoria

MANAGERIAL ROLANDA DE LA PARTICIO DE ROLANDA ROLANDA ROLANDA ROLANDA ROLANDA ROLANDA ROLANDA ROLANDA ROLANDA R



MSKINNEY



His property is safe

T is a source of real satisfaction to the farmer as he trudges wearily homeward at nightfall to know that his livestock, crops and farm implements are adequately protected against thieves and prowlers.

There was a time, and that not so long ago, when the average farmer, for want of something better, was obliged to rely on his home-made wooden peg latch. The first door latch of steel, crude as it was marked a step in advance, but still left much to be desired. Minor improvements in latch making continued to appear from time to time, but it was not until the introduction of the McKinney Door Latch a couple of years ago that the farmer was provided with a sure means of safeguarding his out-buildings.

Hardware dealers and jobbers everywhere were quick to recognize the real value of this contribution to farm building hardware, with the result that today this latch has come to be regarded as the leader in its field.

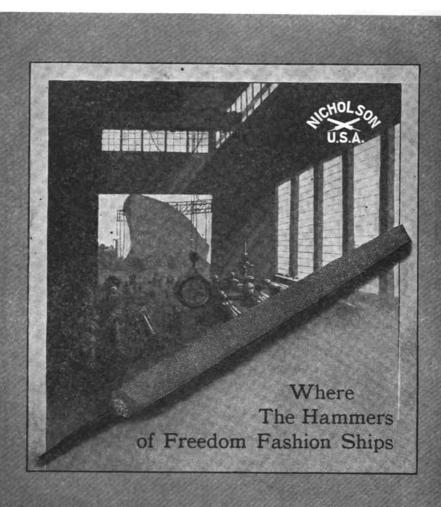
We have prepared an interesting little folder explaining the many features of this strong, fool-proof latch, which will be sent upon request. Ask for folder "L4."

McKINNEY MANUFACTURING COMPANY PITTSBURGH, PENNA.

For fifty years makers of wrought steel builders' hardware







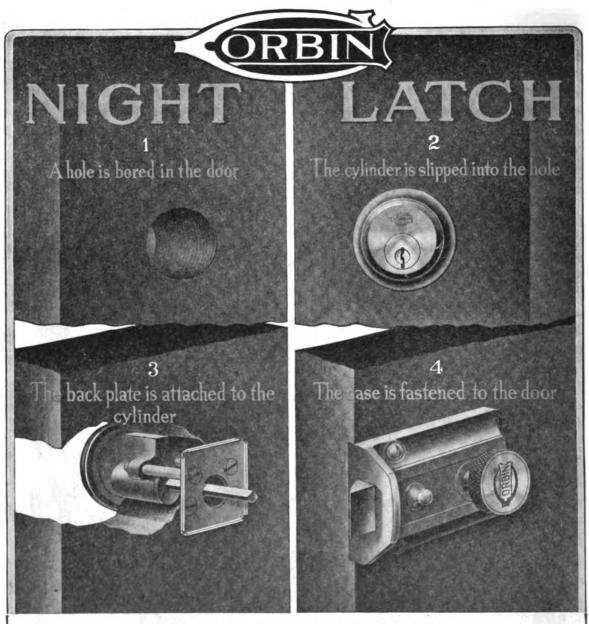
There you'll find NICHOLSON FILES doing essential work. Ponderous machinery works smoothly—it was fitted accurately with NICHOLSON FILES. On the ship, the small but unavoidable imperfections of fit and finish are rapidly adjusted by

Nicholson Files

the file that CUTS the FASTEST and the smoothest. Great ship builders use NICHOLSON FILES because their expert machinists demand them. A distinctive type for every use.

NICHOLSON FILE COMPANY , Providence, R. I., U. S. A.





The Handy Man's Lock

Can be applied in a few minutes by any man who can bore a hole and drive a few screws. Fits doors of any ordinary thickness, right or left hand, swinging in or out, and has all the security of the best door locks of any kind. Different sizes, finishes and functions to suit all requirements. Sold by the best hardware dealers.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

Chicago

New York

Philadelphia



Colt's Firearms



1848

have been supplied to the United States Govern-

1898

ment for many years. Troops were equipped with Colt made arms in the Mexican War, 1848, during the great struggle from 1861 to 1865, and in the war with Spain, 1898. Through all the years of this Company's existence we have been developing arms which have been adopted by the United States Government and which have made many thousands of friends for the Colt Company.

This great experience now seems to have been but preparation to enable us to serve the United States Government during the present world war. The Colt Company manufactures the Colt, Browning and Vickers Machine Guns in addition to the Colt Automatic Pistol and Colt Revolver, Caliber .45. To the maximum extent of our capacity we are making these essentially military weapons for the Government, and at their request are daily enlarging our facilities. In doing this, which is our duty to the Government, we are each day having to disappoint many friends who wish to procure some particular model of Colt revolver or automatic pistol for their own use. We are sure, however, that all those who have the best interests of the country at heart prefer that at this time our whole effort be expended in making our part of the equipment for the boys who are going to use it "over there."

1861

1918



Colt's
Patent Fire Arms
Mfg. Co.

HARTFORD, CONN. U. S. A.



Help Arm the Home Army

A S GREAT as the need for arms "over there" is the need for garden tools at home. What the Government is doing for the soldiers you must do for the gardeners. Help them to make their gardens feed more mouths. You serve your nation, your customers and yourself by selling

DULL-EASL

Adjustable Garden Tools

They exactly fit the requirements of the great host of inexperienced gardeners. They need no other tool from planting to harvest. They rake, cultivate and weed—are adjustable to wide and narrow rows and will work two rows at the same time. Light, strong, durable—easy to operate.

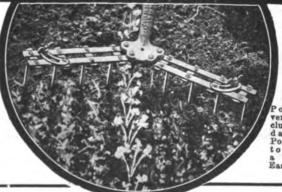
While ordering your steel goods, include Pull-Easy Tools. Order from your jobber.



The Pull-Easy Mfg. Co.

482 Barstow Street Waukesha, Wis.





Powerful advertising, including Saturday Evening Post, is going to make this a big Pull-Easy year.

Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the count, weight and make are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

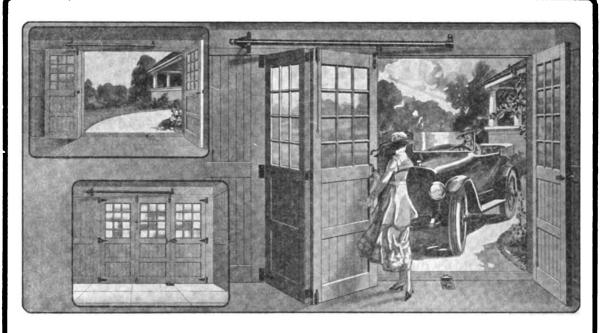
Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company

Fairhaven, Massachusetts



Gannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to $8\frac{1}{2}$ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

. And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

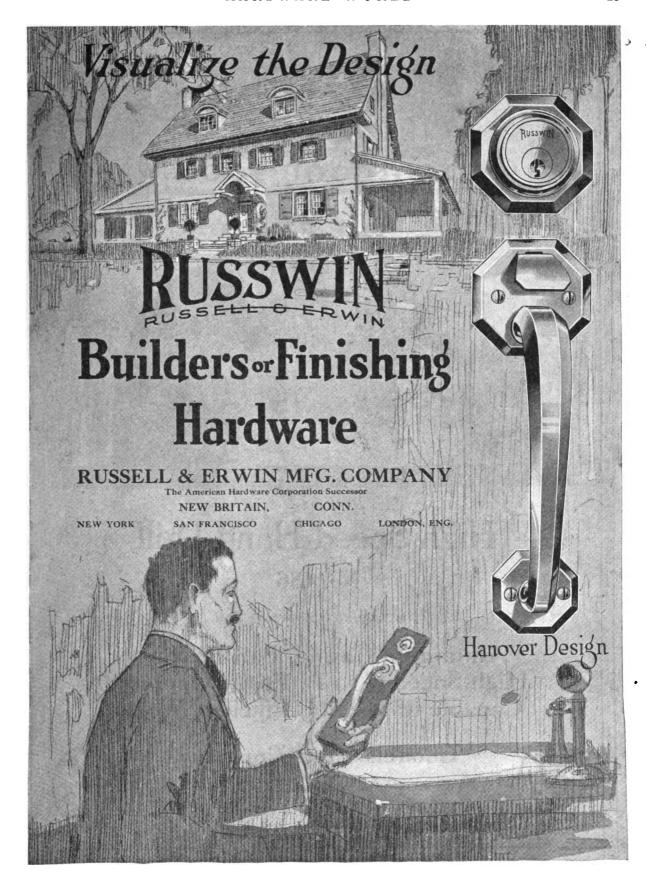
HUNT, HELM, FERRIS & CO.

EASTERN BRANCH Industrial Building, Albany, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

Pacific Hardware & Steel Co., San Francisco, Cal. Dunham, Carrigan & Hayden Co., San Francisco Honeyman Hardware Co., Portland, Oregon Failing-McCalman Co., Portland, Oregon Seattle Hardware Co., Seattle, Washington Schwabacher Hardware Co., Seattle, Washington Morse Hardware Co., Bellingham, Washington Holley-Mason Hdwe. Co., Spokane, Washington Jensen-King-Byrd Co., Spokane, Washington





High Speed Hand Drill

No. 486

An Absolutely Different Tool

Aluminum Casing, Ball Bearings High Speed (7 to 1), Easily Operated Capable of Speedy, Efficient Work



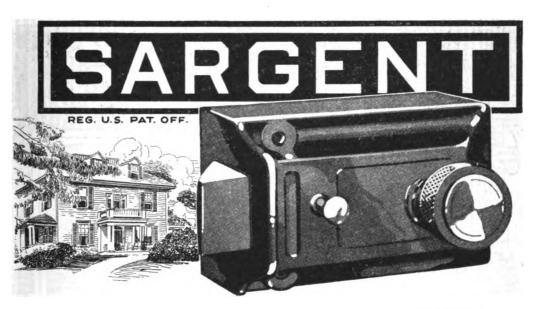
Goodell-Pratt Company



Greenfield, Mass., U. S. A.



0



You Sell Real Home Protection with Sargent Cylinder Day and Night Latches

Sargent Cylinder Day and Night Latches for safety, security and strength have no equal. They have many special features, chief of which is the PUSH-BUTTON STOP, found only in Sargent Day and Night Latches. They are simple, convenient and safe, and there is no possibility of getting out of order by the forcible closing of the door.



The Latch Bolt, which is made with long projection to provide for any shrinkage that may occur in the door or door frame, thus assuring security under all conditions.

Jimmy Proof: The latch bolt is fully protected and when the door is closed cannot be forced back from the outside.

Self-Locking: These latches are locked automatically by the closing of the door and cannot then be opened from the outside except by the proper key.

Double Locked: Can be locked or deadlocked from the inside.

For All Doors: Suitable for either right or left hand doors and for doors of all thicknesses from % to 2½ inches.

Three Gold Plated Keys are packed with each latch and no two latches are furnished with the same keys unless specially made to order.

Design and Finish: Attractively designed and handsomely proportioned, they may be obtained in several finishes, which are thoroughly durable as well as pleasing.

Sargent Cylinder Day and Night Latches are easily applied and adjusted by following the simple directions packed in each box.





STOCK THE SARGENT LINE OF LATCHES and give your customers complete satisfaction in safety, convenience, durability and appearance.

SARGENT & COMPANY

Hardware Manufacturers

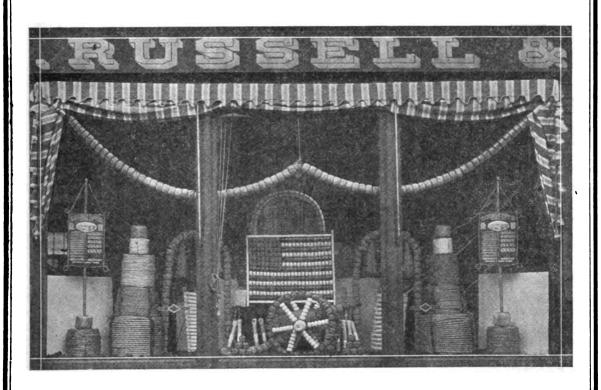
NEW HAVEN - - CONN.

NEW YORK

BOSTON

CHICAGO





Columbian Window Displays Pay

THE majority of people have very little interest in rope and few know of what it is made, how it is made or what an interesting study it is from the raw material to the finished product.

Let us help you create an interest in rope in your town. This will lead many of your customers and prospects to remember that their rope equipment needs renewing and that your store sells the rope they want.

Write today for Columbian Window Display material, which includes hanks of fibre, display cards, combed out samples of rope, hangers, booklets, etc., which, when installed with a few coils of Columbian Rope in your display window, will easily awaken interest in this item.

Tell your window decorator that we also pay \$5.00 for all photographs of Columbian Window Displays and furnish booklet showing many attractive ways in which material can be used.

COLUMBIAN ROPE COMPANY

AUBURN (The Cordage City) NEW YORK

Branches:

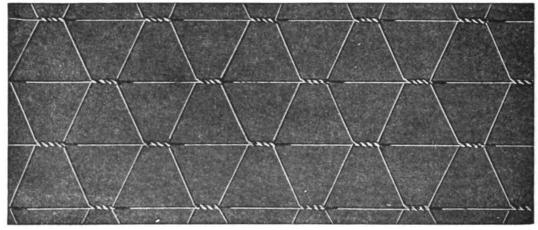
NEW YORK

BOSTON

CHICAGO



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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LOOKS BETTER LASTS LONGER SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

We Also Manufacture Bronze, Copper, Painted and Galvanized

AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

Mt. Wolf, Pennsylvania

Factories: Clinton, Iowa

Niles, Michigan



Sheet Metals and Sheet Metal Products

Manufactured by

Whitaker-Glessner Company

Wheeling Corrugating Department

Wheeling, West Va.

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1234 Hamilton Street PHILDELPHIA 214-222 West Third Street KANSAS CITY

Main and Boyce Streets
CHATTANOOGA

805 McDonough Street RICHMOND, VA.

Mills and Factories:

Wheeling, W. V.

Martins Ferry, Ohio

Portsmouth, Ohio

Beech Bottom, W. Va.

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

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WATERHOUSE & LESTER COMPANY San Francisco, California

PERCIVAL IRON COMPANY
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NORTHWESTERN HARDWARE & STEEL COMPANY Portland, Oregon

J. E. HASELTINE COMPANY Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington

SCOVEL IRON STORE COMPANY San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELFER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY Boise, Idaho

SALT LAKE HARDWARE COMPANY Salt Lake City, Utah

Pocatello, Idaho
GEO. A. LOWE COMPANY
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WATERHOUSE & LESTER COMPANY
Los Angeles, California

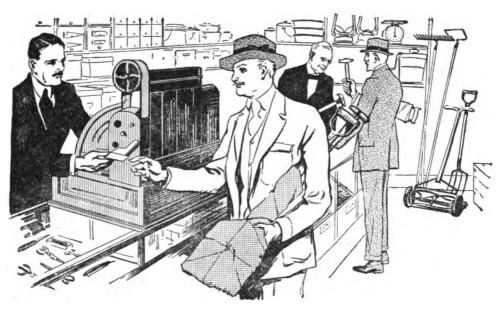
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Largest Horse Shoe Manufacturers in the World ROLLING MILLS AND PACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK



Cash registers will help you meet the wartime shortage of labor

National Cash Registers increase each clerk's sales because they enable him to wait on customers more quickly.

They release clerical workers for selling because they automatically and mechanically record complete details of every transaction.

They enable you to break in new

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They eliminate cashiers and wrappers because the clerks do their own wrapping and make their own change.

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A National Cash Register is one of the most important of all labor saving devices

Fill out this coupon and mail it today.

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Please accept our thanks for the business given us during 1918. Our best wishes are yours for 1919.

The Baldwin Refrigerator Co.

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Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to cover Pacific Coast conditions. They are the only books prepared especially to guide Wastern farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

If you are now a distributor of



a supply of these books will be sent to you on request, and your name and address will be printed on the Cover of each book.

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In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

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CHECK HERE Send us one each of your books on Stump Blasting, Boulder Blasting, Tree Planting, Subsoiling and Ditch Blasting. Send us your book, "Helping the Retailer Sell Glant Farm Powders," which tells in detail how you help the merchant to									
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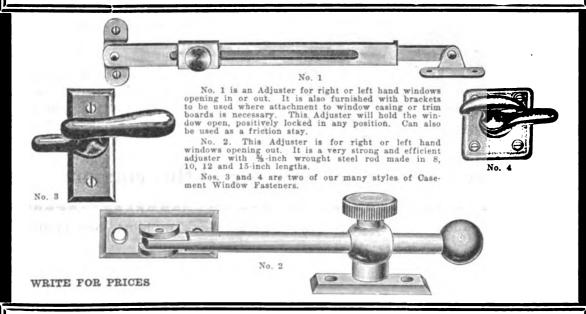


Established



Shelby Casement Window Hardware

PHILADELPHIA, U. S. A.



THE SHELBY SPRING HINGE CO.

Pond Hdwe. Specialty Co., Los Angeles, Cal.

COAST REPRESENTATIVES:

Shelby, Ohio

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Stanley Tools



To Increase Your Small VISE Business Put in a Line of

"JERSEY" VISES

They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The SCREW (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front Jaws are filed to fit. Made with either Clamp or Swivel Bases, with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade

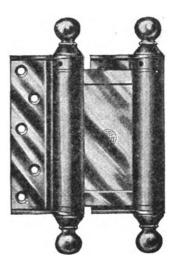
We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

CHICACO MARK

SPRING HINGES

Here is the "Triplex" a hinge in great demand. Note its graceful lines and handsome appearance.



You can safely stake your reputation on its quality and performance. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

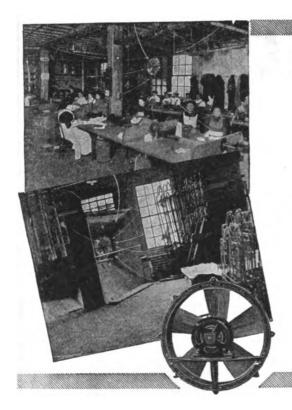
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Chicago Spring Butt Company,

CHICAGO



NEW YORK



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means te replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

Electric Disc

can be placed in an opening in any wall or window.

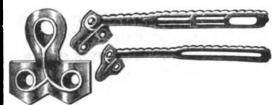
They positively make a complete change of air

They positively make a complete change of air every few minutes.
You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company BUFFALO, N. Y.

Great Assortment of

Ears, Knobs and Handles





Leading Supply House in America for this Class of Goods. Ask for Samples, Catalog and

BERGER BROS. CO., Mfgrs.

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American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall

ELASTIC OIL BOOP CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. TROY, N. Y.

1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of

Semi-Smokeless Cartridges

Civilian Club Team Championship - Won for the third successive year by the Peters Rifle & Revolver Club team, of King's Mills, Ohio; scorê 9945 ex 10,000 points.

Military School Championship — Won by St. John's Military Academy, of Delafield, Wisconsin; score 9831 ex 10,000 points.

High School Championship—Won by Iowa City High School (sixth successive year); score 9819 ex 10,000 points.

Woman Champion — Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

AND THE HIGHEST INDIVIDUAL SCORE 2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

Every One of these victories is an unanswerable Proof of the Superior Quality of the (P) Brand

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
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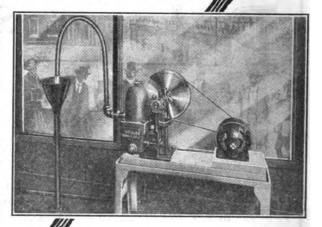
This Window Display Will Make Business for You

Gould Noiseless "Hi-Speed" Pump offers you a special opportunity as an attention-getting exhibit. It is so unique, so simple, so silent, that it is sure to attract great attention. You can easily install in your window an outfit like that shown opposite. It will make new business. This is the first and only noiseless pump for the small individual plant—on the farm, in the small-town home, hotel, store or shop. The

runs so smoothly that at a distance of ten feet, only the purr of the motor can be heard—a window display will prove this. And it has many other distinctive features. It runs at a speed of 500 r.p.m. and oils itself at each revolution. It is built in two sizes—3 and 6 gallons per minute. The "Hi-Speed" Pump is supplied with 13 different outfits—12 motor-driven and one gasoline-engine-driven. By stocking one complete outfit and a set of extra parts you can build any one of these 13 outfits.

Now is the time to order a "Hi-Speed" Outfit. Be the first in your community to display a "Hi-Speed" exhibit in your show window. Write for further information and prices today.





The Goulds Manufacturing Company Main Office and Works Seneca Falls, New York

Northwest Agent: D. L. Herman 214 Maritime Building, Seattle, Wash.



Extra quality, guaranteed free from all imperfections. Can be distin-guished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

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BOSTON, MASSACHUSETTS

"Easy Emptying" Grass Catchers

"Favorably known the world over' now made with

Re-Inforced **Non-Slipping Bottom**

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it

Dunham, Carrigan & Eayden Co. Eoffman Edwe Co.

The Specialty Mfg. Co.



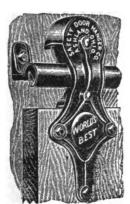


When you find "W & B" inside a diamond on a drop forged wrench you know it's the real goods. Sixty-four years of "better than good enough" tool making guarantees the best steel for the purpose, the highest attainments in manufacture and the severest tests, from raw materials to finished product. Grip a "W & B" wrench and you are ready for anything that has to be pulled off or pulled tight.

™Whitman & Barnes

Established 64 Years

Factories, Akron, O.; Chicago, Ill.; St. Catharines, Ont. General Offices, Akron, O. New York Offices and Store, 64 Reade St.



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE PEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.
Wide bearing of the wheel distributes weight
and makes it the Easiest Bunning Hanger on the
market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Prancisco, Cal., and Equitable Savings Bank Bldg., Los Angeles, Western Representatives.

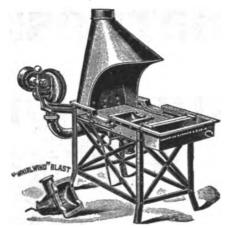


CHAMPION

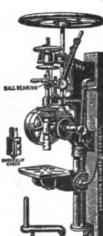
BLOWERS FORGES DRILLS



No. 400 Blower



No. 406 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Oarried in Stock by all Leading Jobbers

Write for 365-Page Catalogue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania U. S. A.



This sign will operate in any window or on any counter equipped with electric current. All that is required is one 40-candle-power lamp. Heat turns the shade just fast enough to cause the bright colors to catch the eye of every passer-by.

Simonds Hand Saws

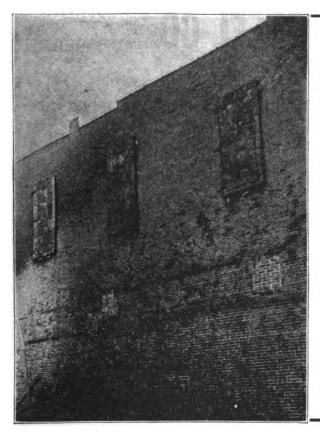
offer many unique advertising ideas to dealers. This is one of the most interesting. One of the above sent free to any Simonds Saw dealer, on request.



Simonds Mfg. Co.

"The Saw Makers"

Fitchburg, Mass. Chicago, Ill. New Orleans, La. Memphis, Tenn. Portland, Ore. San Francisco, Cal. Seattle, Wash. New York, N. Y.



In the Center of the Fire

which recently destroyed several buildings in the business district of Milford, Ill., this twostory hardware store and its contents were saved by

RICHARDS-WILCOX Fire Doors and Fire Shutters

R-W Fire Door Hardware and Fire Doors are inspected, approved and labeled under direction of the National Board of Fire Underwriters. Whatever your requirements, we can furnish proper equipment.

The R-W line includes single and double sliding doors, vertical and horizontal sliding doors, and single and double swinging doors.

Write for our Fire Door Hardware Catalog or tell us your requirements and we will quote on necessary equipment

Richards-Wilcox Manufacturing [0

SAN FRANCISCO LOS ANGELES NEW YORK AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co.Ltd.London.Ont.
"A hanger for any door that slides"

PHILABELPHIA PHINNEAPOLD BOSTON

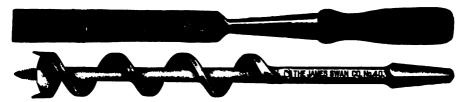
THE JAMES SWAN COMPANY

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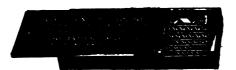
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Screw Drivers

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WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

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ALL KINDS

Stock or Mill Shipments

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Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

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Bolt Clipper Specialist ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWEERS

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

HELP GET MORE WOOL

Don't let any sheep owners in your locality shear with hand blades.

Stewart Shearing Machine

increase the clip 15%, save time and labor and don't cut the sheep.

The additional wool obtained will more than pay for a Stewart Machine the first season and the wool is badly needed.

There are hand operated and power operated Shearing machines for flocks of all sizes from six sheep (or goats) up.

Sheep owners are ordering machines for Spring shearing now.

DEALERS—Write at once for our Catalog No. 66.

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The New "Liberty" Postal Scale A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new Sc per ounce rate—as well as the correct local postage.

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This new scale is called 'Liberty Postal Scale' — capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

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West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.

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BRIDGEPORT HDW. MFG. CORP., Bridgeport, Conn. No. 200—7½ Tool Handle. List \$15.00 Dozen



"Little Wonder" Polished and Tempered Blades.



No. 42 Assortment

No. 41

1¼ In.

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Polished,

10 Tools,

Inches

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THE
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OF
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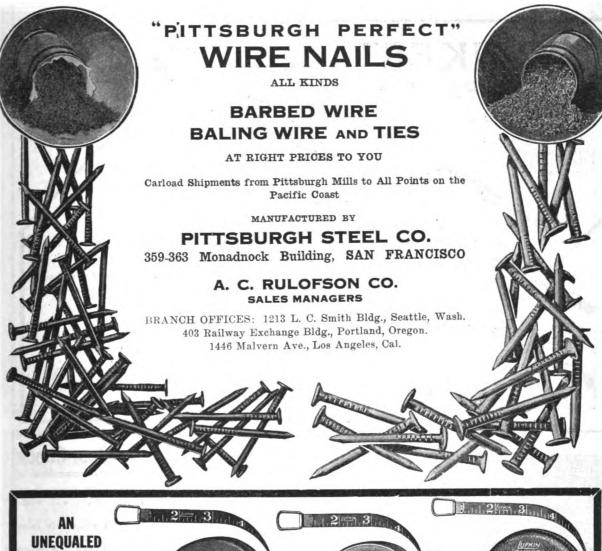
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SAN FRANCISCO, CAL.

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GOODS SOLD TO THE TRADE ONLY



ASSORTMENT FOR HARDWARE STOCK







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and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT APES, BOXWOOD and SPRING JOINT RULES

Stand on Records of PERFORMANCE as well as THE UFKIN RULE CO. SAGINAW, MICHIGAN 106 Lafayette St., N. Y. Stocked by Your Jobber



VAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

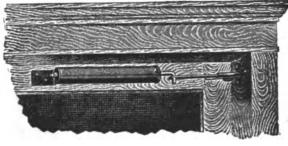


Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

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MADE BY

SUPERIOR Screen Door Check

The only Cheek that has the jack-knife lever which allows the door to open clear up against the wall with out strain on the Cheek.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

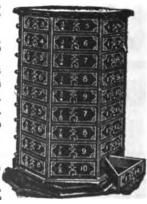
SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Bevelving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Belt & Screw Case Co., Dayton, O.,





The Reputation of Williams' "AGRIPPA" Tool Holders Is Thoroughly Established

They are specified by many of the leading shops in the metal-working industries as well as by the Government for use here and over there.

They embody the improvements suggested by the use of earlier models and are a particularly attractive line to the dealer because of the strong consumer demand.

Booklet with your imprint if desired

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"The Drop-Forging People"

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MALLBABLE IRON
Series 600



THE COLUMBIAN HARDWARE CO.
Manufacturers CLEVELAND, OHIO

There Is a Difference in Washers





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

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Maleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates
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PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

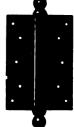
Milwaukee, Wis.

Coast Representatives,
HUGHEON & MERTON, Inc.
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Ore.; Seattle, Wash.; Denver, Colo.

BOMMER DOUBLE ACTING SPRING BUTT HINGES have the weight supporting bearings correctly located to liberate the



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

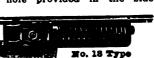


Bommer Floor Surface Spring Hinge

Mas Belease and Holdback Features, Ball

Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - a c-



spring - a ction can be restored by withdrawing the nail.

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STIMPSON-RIVETS



70 FRANKLIN AVENUE WE MAKE SCREW HEADNAILS AND RIVETS FOR EVERY PURPUSE. BROOKLY N, NEW-YORK

Sold by All Leading Jobbing and Supply Houses SAMSON or ROWELL

Buy a

Railway Car Mover

ITTLE SWITCH ENGINE **YOUR OWN**

PRICE EACH, \$5.00

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2 AND 4 WHEELED



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Concrete Mixers Wheelbarrows Wood, Steel and Cast Iron Wheels Hoists

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10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangu-lar fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

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"The Blade in the Plaid Box"

Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior QUALITY and UNIFORMITY, which, coupled with an UNEQUALED SERVICE on deliveries and a package that is DISTINCTIVE—they have given both the Dealer and his Customer "just the dack Saw they have been looking for."

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Direct Factory Representative for Pacific Coast, CALDWELL SALES CO., 320 Market Street, San Francisco Cal.



W. ROSE

Wide Heels Supplanting Narrow Trowels

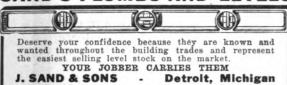
Accurate forging of W. ROSE wider blade prevents it from seeming awkward.

May we mail our Tool Book?

WM. ROSE & BROS., Sharon Hill, Pa.

WIEBUSCH & HILGER, Ltd., 110 Lafayette Street, New York, Selling Agents

SAND'S PLUMBS AND LEVELS



OHLEN SAWS

COLUMBUS, OHIO

Standard for Sixty-five Years

"STAR" EXPANSION BOLTS



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A Pleasure to Sell

Standard the World Over

STAR EXPANSION BOLT CO.

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LANE'S STEEL CARRIAGE JACK



NO CAST METAL NO WOOD

Strong—Light—Compact
Substantial Profit to the Dealer

Have You Catalog and Latest Prices!

LANE BROS. CO.

Poughkeepsie, N. Y.

COLDWELL

WALK TYPE MOTOR MOWERS

Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

Coldwell Lawn Mower Company
Factory and Offices
at Newburgh, New York

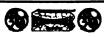
62 Bast Lake St., Ohicage



SURPRISING how demand has concentrated on better grade mowers.

Because so many householders have learned to cut their own grass this season.

Quality Lawn Mowers



This trade-mark will be found on the following:

- ''Pennsylvania''
 ''Pennsylvania Jr.''
- "Pennsylvania Golf"
 "Pennsylvania Putting Greens Mower"
 "Continental"
- 'Great American B. B.'

- B. B."
 "Sheck Absorber"
 "Quaker City"
 "Red Cloud B. B."
 "Orchid B. B."
 "Daisy"
 "May Balmont"
- 'New Belmont''
 'Bellevue''
 'Panama''
 'Delta B. B.''
 'Electra''

- Pennsylvania Pony

- Pony' 'Pennsylvania Horse' 'Pennsylvania Grand Horse'

'Pennsylvania Trio Horse''—86-inch

have demonstrated that quality tools are the most economical.

The promise for next season is still a heavier demand



Remove Stock Rapidly and Smoothly



"The **DELTA**

Is the only Line of Files from 3 to 24 inches that are made absolutely of

> CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop -you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards interests of thousands of

DELTA FILE WORKS PHILADELPHIA, PA.

PREPARE!

GET MORE BUSINESS—STOCK

HAMMERLESS REVOLVERS

(3) FULLY GUARANTEED

Trade Mark Reg. U. S. Pat. Off.

Fits snugly in the vest pocket. Can be instantly aimed and fired by an apparently instinctive movement. Specification: 6 shot, .22 cal. Rim Fire — All Interchangeable Parts — Positive Fire—Has New Unbreakable One-Piece Main and Trigger Spring -Made in Nickel or Blued, Rubber or Pearl Stocks-Weight, 6 Ounces.

Also Manufacturer of the "HEXALL" Ratchet and Socket Wrenches

Ask Your Jobber or Write

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, California, R. F. SEDGLEY, Mfr., 2311-13 North 16th Street, Philadelphia, Pa.

A Real Necessity



Thousands of men are shaving with safety razors today who never thought of doing so before the

These men all realize the difficulty of sharpening their own razor blades. They are all possible customers for the store where there is a

Hatfield Grinding Machine

Get after this business. A Hatfield in your store window will surely get attention and bring the n in with their dull blades to be sharpened. It is a real necessity.

The Hatfield doesn't limit your sharpening business to the safety razor blades alone; it sharpens knives, scissors and other cutlery.

Made in types to handle from one to 24 blades at a time. Sold on time payment plan to responsible dealers, or cash. Write for details.

HYFIELD MFG. COMPANY 21 Walker Street, New York City



With the-

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., 226 Fourth Street, Allentown, Pa.

LEGRETTI RAZOR STROPS

made from carefully se-lected leather and treated by a secret process will re-tain indefinitely the soft, but effective q u a li ties which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG.
COMPANY, practical rasor
strop-men, employ only the
most experienced men, and use the very best of mate-rials; as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection, call attention to

No. 200 - Genuine Swaty Combination strop of selected leathers in brown and black, self honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size 2½ x 24 in. [o. 250 — Combination strop of Royal Seal leather, brown with black select horsehide, self honing, round nickel swivel. 2½ x 24 in. [ull our Leather and Web.] Combination strop of se

All our Leather and Web strops are weather and climate proof. Every strop stamped "ALLEGRETTI" guaranteed as to Quality.

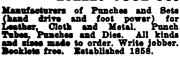
No. 252 - Combination strop of yellow and black horsehide, of extra fine cuality, has square cut handles, and oval black swivel. Size, oval black swivel. 2½ x 24 in.

Every strop stamped.

Let us send you our Catalog. DON'T WAIT Western Beps.

GRIFFITH SALES CO., 461 Market St., San Francisco. ALLEGRETTI MFG. CO., Geneva, N. Y.

EYELET TOOL CO.



40 Lincoln Street BOSTON





PARKER EXPANSION

"Can't Turn in the Hole"

If we can prove that statement, you're interested, aren't you?

Well, just write that you're interested, and we will prove it - to your satisfaction.

PARKER SUPPLY COMPANY

Manufacturers of Parker Products

784 BAST 135th STREET

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SNAPS

FOR THE HARDWARE MAN FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS In All Regular Sizes from # to 11 Inches



TROJAN OPEN BYB SNAP Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO. TROY, N. Y.

SELL AMERICAN Self-Oiling Grinders

Anyone with tools to sharpen recognizes the superior features of American Grinders.

Their Prestige, Easy Sale and Generous Profit

make them the line for you to carry.



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Jobbers: Western Distributors

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Co.
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SELL 100% SERVICE TOOLS

Write for Proposition Prices, Etc.

Writes for Arabica States and States States

The inferior tool "sticks" the customer, prevents his coming back—not the dealer. The powerful SAMSON PUNCH

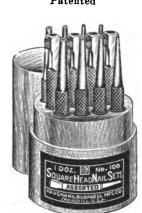
MACHINE APPLIANCE CORPORATION, 351 Jay St., Breeklyn, N. Y.



"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, Established 1863







No. 100

Display Box

Point 1/32, 2/32, 3/32; 4/32, 5/32.
These Nail Sets are made in One Piece.
Owing to the square head design, they will not roll. Cup pointed, individually tempered.

For sale by all leading jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.



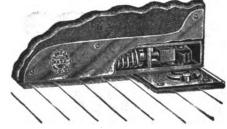
Surface Floor Spring Hinges

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



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GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY, Western Representative, Lankershim, Cal. THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.



GARDENS — GARDENS — GARDENS

Never-v

Increased production, is our Country's cry

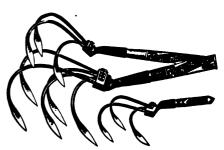
"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be applied. Early buying may pay you big dividends.

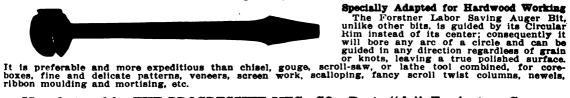
Remember the name—"NORCROSS."

C. S. NORCROSS & SONS **Manufacturers** BUSHNELL, ILL., U. S. A.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Enquire of Your Eardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company East Eighth and Santa Fe Avenue LOS ANGELES

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863









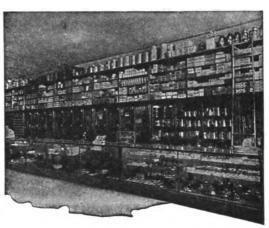
Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Prancisco, Cal. Representative for California

D. McLean, L. C. Smith Building, Seattle, Wash, Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.





"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customera, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may

Ask for our complete catalog No. 10C, that explains the Duluth Systems of Hardware Displays.

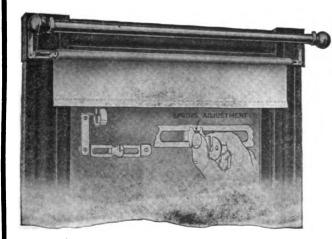
DULUTH SHOW CASE COMPANY - Deleth, Minn., U. S. A.

UNIQUE

EASY TO SELL

PROFITABLE

The New PERFECTION Patented Curtain and Shade Fixture



A new idea, and one that fills a longfelt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store 234 Water Street

NEW BRITAIN, CONN.

"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
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ETC.

H. ROTH & SONS

942-944-946 MISSION STREET SAN FRANCISCO, CAL.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

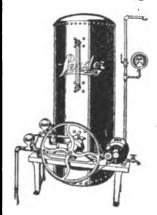
It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA



WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
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PUMPS

PACIFIC PUMP & SUPPLY CO.

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WHOLESALE HARDWARE

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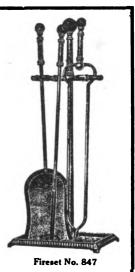
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827-831 Mission Street San Francisco

HEADQUARTERS FOR

Andirons Firesets
Screens
Basket Grates

FIREPLACE ACCESSORIES OF ALL KINDS





THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, ONIO

If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS



Made by the makers of the "Gem".
Nail Clipper.
Twelve in a box or
12 on a display
card. Fast tencent sales.
Big Frofit
Write

H. C. COOK CO. - ANSONIA. CONNECTICUT

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

BRANCE OFFICES:— Atlanta, Ga. Dallas, Texas Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

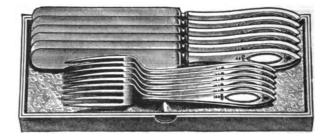
Holiday Suggestions

For a Complete Line See Our General Catalog No. 60

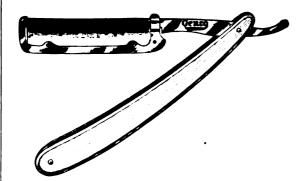


Table Cutlery in Great Variety Catalog Pages 1542 to 1548

We Are Distributing Agents for **COMMUNITY SILVER WARE**Catalog Pages 1549 to 1562



Genco Safege Razors



The Safege answers a demand for a perfect safety razor. It embraces every quality of the standard concaved razor, is sanitary, easy to use and can be honed and stropped as quickly and conveniently as an old-fashioned razor. No new blades are necessary and with proper care it will last a lifetime. Hand forged blade, pattented guard, made of selected spring tempered Allo-Silver steel and will not rust. Handle of white celluloid. Each razor in leatheroid case with two snap fasteners.

Regular and Safety Razors, Strops, Shaving Brushes, etc. Catalog pages 1500 to 1520.

Dunham, Carrigan & Hayden Co.

San Francisco, California, U.S.A.

QUALITY—SATISFACTION



You'll Find Both in Our "De Luxe" Line of

DAIRY PAILS CREAM CANS WASH BOILERS JAPANNED WARE WASH TUBS **WATER PAILS** WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Sait Lake City, Utah; Sands & Cox, Los Angeles,
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"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

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Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

BUSINESS CAUTION

should prompt Hardware merchants to order at frequent intervals and in quantities suited to immediate needs.

Patronize your local jobber, thereby increasing your net earnings by having a better assortment on less invested capital and less expense, such as taxes, insurance and interest.

Our facilities for service are unsurpassed.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah—Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



EASY TO GET RID OF THE POCKET GOPHER WITH THE

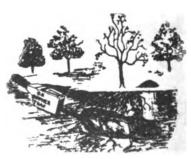
O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO HOLD

Manufactured by
The Abingdon Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOB-BERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS

Pexto
Stanley
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Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co. salt lake city, utah

Wholesale only.

H-W-2

Honeyman Hardware Company

NINTH AND HOYT STREETS FOURTH AND ALDER STREETS

Heating Stoves
Gas Ranges Steel Ranges
Perfection Oil Heaters
Basket Grates
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Sporting Goods
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NEW HAVEN

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street San Francisco, California

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH SLICING CORN

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
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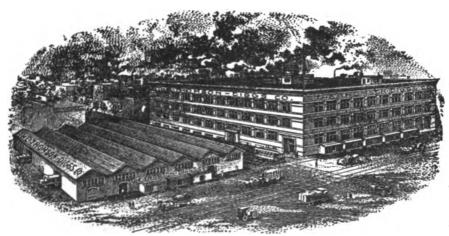
HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



if you are one of our customers you know them.

if you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL



By Using
Milbradt Rolling Step Ladders you can utilize space, that may now be vacant, to good advantage and greatly improve your facilities for handling stock. You also save the wear and tear on fixtures and goods, as well as help the appearance of your store. The manufacture of Rolling Step Ladders is our special business. We make them in many styles, suit-

able for all kinds of stores and shelf arrangement.

Fully illustrated catalog will be sent on request.

MILBRADT MANUFACTURING COMPANY

2410-12 North Tenth Street, St. Louis.



Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

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YOUR CUSTOMERS WANT THE BOOMER

IP YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,— 1 2 3 4 5 6
Diameter of Fire Pots 13½" 16" 18" 20" 22" 24½"
Weights, 182 240 300 385 525 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered-No. 58228



$2^{ ext{BROOMS}}1$

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb. (Nearly 50 years making better brooms)



GENUINE

HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio

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AWN SPRINK

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Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Hade for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

AUTOMATIC LAWN SPRINKLER CO.
209 Scott Bldg., Salt Lake City, Utah



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Open



"Enterprise" Meat and Food Chopper. No. 5, Family Size, \$3.00



HE difference between "ENTERPRISE" Meat-and-Food Choppers and other choppers can be expressed in a general way by the one word, "Quality."

But your customers want the sales-making details and your ability to furnish them is as much a part of your stock-in-trade as the goods on your shelves.

"ENTERPRISE"

Meat and Food Choppers

have cutting parts made of finely tempered steel-not cust-iron grinders.

The principle of "ENTERPRISE" Meat-and-Food Choppers—a four-bladed steel knife revolving against a perforated steel cutting plate—enables meat and food to be cut exactly as a pair of shears clip.

Most important of all, perhaps, is the perfect finishing and machine work. Every part is bored, ground, turned or reamed to the exact fit necessary in a perfect machine. Hence the perfect chopping of the "ENTERPRISE" as compared with unsatisfactory grinding and crushing done by other machines.





Established 1835

New York City

85 Cliff Street

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,

- 8 Gross Bulber Head Nails.
- 4 100/144 Gross Bumpers. 17 Doz. Slotted Screw Tips.
 - 4 Doz. Wood Peg Tips.
 - 3 Dos. Patent Bocking Chair Tips.
 - on's Combination Cushion Chair Tips.













"Elastic" Chair Tips

Prevent injury to floor and carpet, sto, the noise nuisance in the hor e, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers-if pushed.



"Elastic" Chair Tips. Order the "Elastic" Assortment now-display it-then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

Monarch Refrigerators

Have an established reputation. Positive Dry Air Circulation. Patented removable or cleansable air flues and other hygienic features.



Monarch Refrigerators

Are perfectly insulated, ensuring ice economy. The cabinet work of brown ash or oak is attractive in design and hardware is handsome. Storage chambers lined with galvanized steel, white enamel, or seamless porcelain and fitted with bright tinned wire shelves, removable waste pipe and inside trap. Prices moderate.

Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

Union Hardware & Metal Co. Los Angeles Butler & Brittain, San Francisco

Monarch Refrigerator Works - - Burlington, Vermont

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.



Examine
Samples of
This Ware
and prove it
for yourselves



WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company

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Baker, Hamilton & Pacific Company

San Francisco, California

JOBBERS

Farming Implements and Vehicles Creamery and Dairy Supplies Automobile Accessories Sporting Goods and Cutlery Iron, Steel, Brass and Copper Household Goods Paints, Oils and Brushes Corbin Builders' Hardware Mechanics' and Ship Tools Heavy and Light Hardware **Electrical Supplies and Devices** Bicycles and Bicycle Sundries Deep-Well Pumps, Spray Pumps and Water Systems

HOUSE OF SERVICE

Digitized by Google



MADE IN OHIO, U.S.A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "BEAL SOLID" LINE has been for 26 years, the Strong, well known, dependable Aluminum line of Kitchen Utensiis.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his FROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTEOTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company



THE greenhouse owner ranks Noahs
Pitch next in importance to glass.
He uses it for glazing, for setting
sills to prevent decay, for repairing
cracked and broken glass. He uses it
to stop leaks in foundations, tanks,
pipes and chimneys.



Noahs Pitch is of just as much importance to the average man as to the greenhouse owner. No man ever owned a roof without having a leak in it at one time or another. Noahs Pitch stops every leak quickly and permanently. Every hardware dealer should sell Noahs Pitch. There is a steady demand for it the year round. A trial sells it so thoroughly the purchaser always keeps a can on hand.

Try it yourself. Let us send you a generous sample

THE PHILIP CARY CO.

232 Wayne Ave., Lockland, Cincinnati



FRANK A. BARE President

O. E. BARE Vice President

Hardware Merchants and Hardware Clerks

We Invite You to See Our Exhibit

At the

Mountain States Hardware and Implement Association Convention

Brown Palace Hotel, Denver Col. January 21, 22, 23, 1919

MAKE OUR OFFICES YOUR HEADQUARTERS
AVAIL YOURSELVES OF THE SERVICES OF OUR OFFICE FORCE

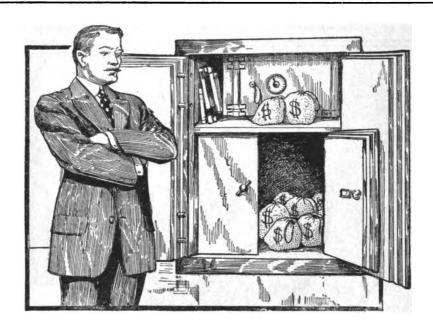
We ask you to invite your friends who may be attending the Western Stock Show Association Convention to visit our Exhibit with you

The Tritch Hardware Company

Jobbers

DENVER

- COLORADO



There Will Be Big Money in Refrigerators in 1919

You owe it to your own best interests to look into our 1919 proposition to dealers. It is one of the most attractive we have ever offered. Our line is boiled right down to the styles and sizes that have proven big takers.

We have also developed al large number of live-wire sales-helps for our dealers—consisting of pamphlets, booklets, ads, window trim, sales-letters to your prospects—and so on. Never have we been so fully prepared to give our dealers tip-top sales-teamwork—and thus help them to build up the biggest and most desirable refrigerator business in their history.



The quality is backed by 42 years of specialization. Built on absolutely scientific lines—insuring food preservation and ice economy in the highest degree.

The finish on every Alaska refrigerator is like a piece of fine furniture.

Send for our 1919 catalogue. There is an interesting message in it for you. And will tell you, at the same time, about our peppery, meaty sales-helps—which are the most handsome and persuasive that we have ever offered to help our customers.

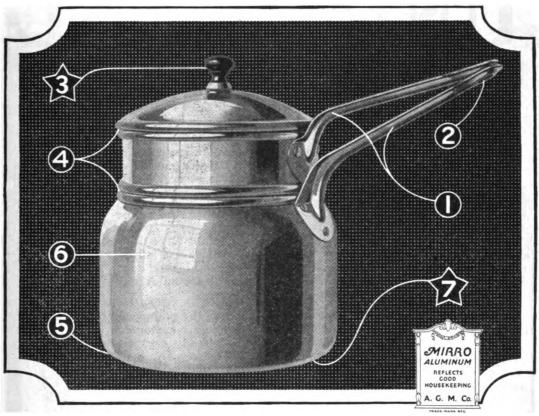
The Alaska Refrigerator Company

Muskegon, Michigan

MANGRUM & OTTER, Inc. San Francisco, Cal.

HOFFMAN HARDWARE CO. Los Angeles, Cal.





This Mirro Double Boiler

Has Seven Distinctive Features

What a wonderful start a piece or two of Mirro Aluminum makes toward a kitchen that most truly reflects good housekeeping!

And what better time than now, when each piece particularly reflects the spirit of good cheer and sensible giving.

Users delight in such advantages as are found in this Mirro Double Boiler: (1) The hollow steel handles do not become unduly heated.

(2) Handles come together so that complete utensil can be lifted with one hand. ☆(3) The rivetless, no-burn, ebonized knob is an exclusive Mirro feature.

(4) Tightly rolled beads prevent lodgment of grease and dirt. (5) Rounded edges insure easy and thorough cleaning. (6) Famous Mirro finish.

The same cover fits both upper and lower vessels. Illustration shows plain round style. Also made in the famous Colonial design, exclusively Mirro.

☆(7) All this quality, convenience and beauty are assured by the Mirro trade-mark which appears on the bottom of every Mirro utensil —a safe guide for the buyer and a sales aid for the dealer.

Aluminum Goods Manufacturing Company, Manitowoc Wis., U. S. A.

Makers of Everything in Aluminum

Dealers: If you are not already handling this popular line, write today for dealer catalog and interesting sales plan

MIRRO ALUMINUM Reflects Good Housekeeping



With

The only can and pail your trade knows by name and reputation

Witt's Can and Pail, through long years of advertising, have become the standard of the country.

3 sizes Pail

Every customer who comes into your store knows that Witt's outlasts two ordinary cans—knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

WITT'S CAN and PAIL

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.... San Francisco
Dohrmann Commercial Co..... San Francisco
Dunham, Carrigan & Hayden Co. San Francisco
Heyman-Weil Co...... San Francisco
Holbrook, Merrill & Stetson, Inc. San Francisco
Mangrum & Otter, Inc.... San Francisco
Sneller Bros. & Co..... San Francisco



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.

Y. M. C. A. Adopts WILSON'S A5 Football and J4 Basketball as "Official"





A5 Wilson Official Intercollegiate Football.

J4 Wilson Official Intercollegiate Basket Ball

THESE two Wilson official balls have created a real sensation in the sporting goods industry. In the two seasons that they have been on the market, they have been adopted as official by scores of the foremost colleges, clubs, teams and other organizations in the country.

Now—as the crowning endorsement—comes this official adoption by the Y. M. C. A., one of the largest purchasers of sporting goods in the world today. In the last three months the Y. M. C. A. has purchased 24,000 A5 Footballs alone. The U. S. Marine Corps have adopted the A5 Football as official for the 1918 season.

If you want to cover the basket ball and football business in your territory, stock the Wilson J4 Official Intercollegiate Basket Ball and A5 Official Intercollegiate Football.

Send today for our Big Fall and Winter Catalog and Trade Price List



General Offices and Main Plant, 701-703 North Sangamon Street, Chicago.

> Eastern Headquarters 25 West 45th Street, New York.

Established 1834.

Still Going 1918.

Keep the Home Fires Burning Save and Assure the Victory

Your "Model" Roasters

Your
"Sterling" Enameled Wares

Your "Model" Fruit Kettles

Your "Puritan" Tin Wares

Are All High Grade and Still Serviceable

When our Boys are supplied with Steel and Coal and Gasoline and our Workers are home from the Trenches, it will be easier to fill your wants.

Meanwhile We Can and Do Ship Many Goods

While Uncle Sam commandeers our Men and Material and keeps tab on our Catalogue, let us be Patient, as well as Patriotic.

Yours for a Loyal Service

Represented in the State of California by

BARRETT & BOSS

91 New Montgomery St., San Francisco, Cal.



FRED A. LEE

1620 Thirteenth Ave., Seattle, Wash.

Represented in the States of Washington, Montana,

Idaho, Oregon, Colorado

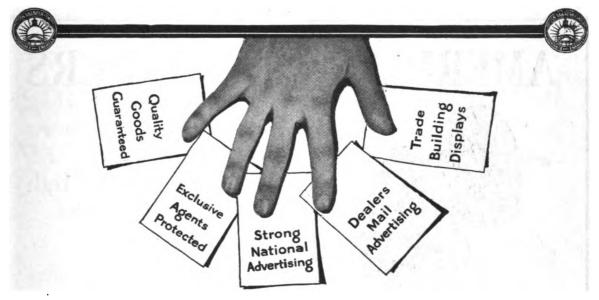
and Utah by

Represented in the State of Texas by C. V. MILLARD

San Antonio, Texas.

THE CENTRAL STAMPING COMPANY

NEW YORK, N.Y.



Weigh carefully these five pointsstronger than ever for 1919

One live dealer only in each locality can obtain this profit-making proposition.

Our idea is to work with our dealers every minute—never stop in our efforts to bring more trade.

The plans for this Spring are bigger, more far-reaching than ever. They'll bring new business, bigger business to every Kyanize agent.



The business building line of varnishes and enamels—the line that is backed by original and effective selling plans for exclusive agents. Only one Kyanize Agent to a locality.

LIVE DEALERS

Write today for particulars on your proposition. If there is now no Kyanize dealer in your town, write for our plan—it will double your business.



A beautiful book that will increase

your profits

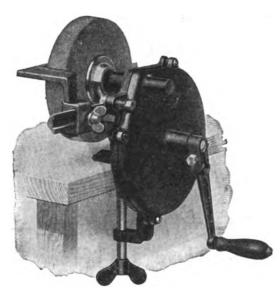


Everett Station, Boston, Mass., U. S. A.

Chicago Warehouse and Office: 519 West Twelfth Street

San Francisco Warehouse and Office: 269 Eighth Street

AMERICAN QUALITY GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American line of High Duty Grinders

Have no Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp — Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

New Principle Twist Drill Grinding Attachment with graduated adjustment for radius and clearance, also micrometer feed regulator.

These superior, exclusive features make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

Ask your Jobber or write to us direct
Attractive proposition to dealers

AMERICAN GRINDER MFG. CO. MILWAUKEE, WISCONSIN

WESTERN DISTRIBUTERS Jobbern .

Dunham, Carrigan & Hayden Co.
Baker, Hamilton & Pacific Co.
Thomson-Diggs Co.
Ducommon Hardware Co.
Harper & Reynolds Co.
Honeyman Hardware Co.
Whiton Hardware Co.
A. M. Holter Hardware Co.
George A. Lowe Co.
Butler & Brittain.
Chanslor & Lyon Co.
George Tritch Hardware Co.
Krakauer, Zork & Moye's Sucs., Inc.
Momsen-Dunnegan-Ryan Co.

Z. C. M. I., Salt Lake, Utah.

Western Metal & Supply Co., San Diego.
Auto Hardware & Equipment Co., San Diego.
Northwest Auto Supply Co., Billings.
B. K. Sweeney Electrical Co., Denver.
C. W. Marwedel, San Francisco.
Marshall-Newell Supply Co., San Francisco.
Motor Accessories & Tires Co., Pueblo.
Lathan Auto Supply Co., San Francisco.
Weinstock-Nichols Co., San Francisco.
Motor Supply Co., Phoenix.
Arizona Hdwe. & Supply Co. Phoenix.
Motor Mercantile Co., Salt Lake City.
Foster Auto Supply Co., Denver.



steadily. Our Catalogue No. 21BF shows the many styles and sizes. Write for a copy.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers Manufacturers of Hack Saws Unexcelled ATHOL, MASS.

42-875





Long Tire Life Now Essential



What Miller Offers Merchant and Public

To you hardware dealers puzzled as to the immediate future by peace conditions the Miller Agency Plan comes forward with a proposal to establish you as the exclusive Miller agent within your territory where such territory is open. Think that over — an exclusive agency for a thoroughly advertised tire, the qualities of which have the strongest appeal.

Miller Uniform Tires represent absolutely the value of the money invested in them by the motorist. Their long uniform mileage is a positive factor in making for tire economy—a quality invaluable now, when from every tire must be exacted the longest possible service.



Write at once for the Miller Agency Plan while the chance is open. And think over, too, the possibilities in Miller Accessories and Repair materials as a side line now that the public knows tire conservation is essential.

The Miller Rubber Co.

Dept. A-82, Akron, Ohio

"Miller Quality Standards Mean Positive Economy"



Tancisco, Spokane, Seattle, Tolliand, Sait Dake, Bos Angeles, Onleago, 116w 10

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Volume XIII

DECEMBER :: 1918

Number 12

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

101 101 101 INDEX OF CONTENTS Keep the Home Fires Burning—Suggestions for Christmas Trade...... 73 Making Your Inventory Count...... 86 Adventures of Sherlock Holmes in Hardware...... 90 AUTO ACCESSORY DEPARTMENT......94-115 RETAIL SELLING PRICES.......145-161

CHRISTMAS CHEER AND A HAPPY NEW YEAR.

Were it possible for those who prepare this magazine to look into the faces of all our loyal and splendid Hardware World family, and we could take your hands and say to you earnestly, "A merry Christmas, a happy and joyous Christmas, and a prosperous and contented New Year," we would not mean it a bit more than we do when we speak to you through this printed page.

We are fully conscious and deeply grateful for the friendship and the bonds of helpfulness which have gathered us together into one great group, ready to give and to gain the finest kind of help and strength. It is this bond of unity of great business groups which has made possible the upholding of the Government in such a marvelous manner during the times of crises through which we have passed and are passing. It is this loyalty and unity which has astonished the whole world and in a large measure a trade publication is a "tie which binds," because it informs and inspires.

If we have been permitted to be of practical helpfulness in the times which are past, it is because we have honestly tried to be of broad and genuine service, and also because we have had such a responsive and alert audience with which to work.

And so we say, "A Merry Christmas, Friends!" No matter what has come or gone during the last twelve months, let us remember thankfully at this season, that nineteen hundred and nineteen years ago the first Service Flag since the dawn of time was unfurled over Bethlehem of Judea, calling men to the brotherhood of noble and unselfish service and to finer, purer living. Without the Christmases which are past and the ideals for which they stand, we would not have a land of peace and plenty today. We would not have fought side by side with the world's best for freedom and right.

Ah, we have reason to be happy this Christmastide, and may the joy and the cheer and the splendid hope of it all, come into your lives and abide there anew, as the old year draws to its close and a new one dawns!

May the New Year be one of increasing opportunity. May it be marked by unwonted prosperity. May the opportunities of the months to come be greater than ever before for each and every one of you, and may you grow continually richer in a bounding vitality, in mental astuteness, in contentment and happiness and material prosperity.

Yes, yes, we mean it—a Merry Christmas and a Happy and Prosperous New Year!

A business succeeds only as it serves.

BRAIN VS. BRAWN

So long as time lasts there will be two classes of men. One class will be of brain and the other will be of brawn. The time to determine to which class one will belong, naturally comes early in life, although a change from a condition where brawn is superior to one of brains is possible after maturity has been reached.

It is not unnatural that a majority of men prefer developing their muscles to developing their brains. They can see the muscles, and their brains can be seen only by others.

Dr. Frank Crane has preached some mighty fine business sermons. Summing up in one of these sermons, Dr. Crane said:

"From your chin down you are worth about a dollar and a half a day.

"From the chin up you are worth—anything. There's no limit.

"Without your headpiece you are just an animal, and about as valuable as a horse—

"You have a mistaken idea. You think you are paid for your work. You are not. You are paid for what you think while you work. It's the kind of brain that directs your hands that gives you your rating. And what causes you the most concern—the contents of your skull or the mass below the collar bone?

"You exercise your body, keep your arms strong and your legs limber and your waist line supple, but do you regularly exercise your cerebrum?

"Are your thoughts flabby, uncontrolled, wayward and useless, though you are expert in tennis or golf?

"Is your thinker as keen, alert, disciplined, accurate and dependable as are your hands?

"Where do you get your pleasures? From the chin down? Is it all dancing for your feet and meat for your belly and clothes for your back? And is all your fun in the cellar? Don't you ever have any fun in the attic?

"What interests you most—books or beer?" What pains you most—a stomach ache or a lie?

"How are you pulled? To what part of you is the cabletow fastened—to your loins or to your forehead?

"Suppose it were possible to live after the head had been severed from the body. Which part would you rather be—the head part or the meat part?

"What are you, anyhow—an animal, pestered with a mind, or a soul, prisoned in a body?

"Do you know that the gist of culture consists in transferring one's habitual amusements from below to above the nose?

Business is like a wheelbarrow—it stands still unless someone pushes it.



Why Retailers Object to Trade Acceptances

(By A. R. Wells)

URING the last two years the trade acceptance has been kept before the attention of retailers almost continuously in practically every line of business. It has been discussed at almost every meeting or convention attended by retailers. It has been advocated in the sales literature of jobbers and manufacturers, and the banks have also assisted in this publicity.

After all the efforts that have been made to bring the acceptance method of financing into more general use, the question still is asked, "Why does the retailer object to the trade acceptance?" for it must be assumed that he does object to it, otherwise he would use it.

First of all, the trade acceptance has not been advertised to the retailer in the proper manner. In too many instances it has been shown how the manufacturer and the banker would benefit, and not enough was said concerning the benefits the retailer might expect to derive from the use of acceptances. Naturally, when it appeared that the banker and the manufacturer were so anxious to receive trade acceptances from the retailer, the retailer in turn began to analyze his position in the transaction. He probably decided that the banker and manufacturer were the ones to receive the benefit, and so he continued to do business on the open account basis.

After the mistakes that have been made, it is now very doubtful whether the bankers and manufacturers will be able to bring the trade acceptance into general use among retail business men. The chances are that they will not accept such an instrument unless the war situation becomes more acute and it is practically thrust upon them by conditions, or by Gov-

ernment intervention of some sort.

The retailer has not been required to sign acceptances in the past and he doesn't see any reason why the same people, with whom he has always dealt, and who know that he is honest and will pay all his obligations, should have any more written assurance of that fact than they have found necessary in the past.

This one objection to which the retailer clings is in itself a difficult thing to overcome, for he has become entrenched behind the habit of buying on open account, so that he cannot see why he should change unless there is a decided advantage in his favor by so doing. It is human nature, even the nature of the most respectable and honest business men, to evade, if possible, the chance of "sewing themselves up" any tighter than is absolutely necessary. A man is convinced of his own honesty and determination to pay his obligations, and he

believes that should be enough for anyone.

It is true, however, that much of the opposition voiced by retailers has been due to the bad advertising of the trade acceptance. This advertising has been directed by bankers and manufacturers who were so busy thinking of how they would be benefited by the acceptance that they had no time at all to thing about how it appeared to the retailer. They expected the retailer to accept it because it would be good for the banker and manufacturer, and the result has been just what always happens when anyone fails to get the point of view of the one he wants to sell to.

The retailer will use the acceptance in his business when it is properly presented to him; when he knows that he can buy more advantageously if he uses it, and when he knows that its general use will result in lower prices for the goods he purchased because it will to a certain extent eliminate credit losses, a part of which he is helping to pay under the open account system of financing.

The retailer considers his own interests first. Let him know that he will be benefited. Show the direct benefits he will receive, and then show him how he will benefit indirectly, which is perhaps more important. Translate it in terms of net profit that he cannot help but understand, for the only way to sell the idea to him is to appeal to his personal interest.

READ, AND THINK AS YOU READ

It is the duty of every business man to be well informed upon current day topics.

Often headlines in daily papers are misleading. Read carefully, and think as you read.

Politicians seeking to perpetuate themselves into office know that the American people have short memories, but it is your duty to keep informed.

Outside of the daily papers there are any number of magazines published which will give both sides of important questions.

Every business man exerts an influence in his community in forming public opinion, if he doesn't, he should.

He should keep as well informed upon topics of the day as his time will permit. He should not simply read one side of a question, but should get the other man's view point, as well.

Read your own party paper, to be sure, but read the other also. Outside of the pleasure you will get in discussing topics of the day, you can make yourself a power for good in your community by having a real understanding of present-day events.

Linking Up Oil Stoves and Bath Fixtures

THE ever-convenient coal oil heater is coming into its own at last, and the demand for them, particularly in the East, is greater than the supply. Their use, particularly in the Southwest, where the winters are mild, should be energetically pushed. The fact that they are so readily transported from one room to another is a great point in their favor, but though they are welcome in bedroom, living room and dining room, they reach their highest point of efficacy in the bathroom, and the merchant who calls attention in a striking manner to their usefulness here, will be sure to greatly increase his sales.

Austin & Shrader Bros., Litchfield, Ill., who are ever alert with timely displays, recently took space in the local papers, adorning same with a cut of one of their oil stoves. Their ad read:

ENJOY A WARM, COZY BATHROOM

While you're under the shower or in the tub our OIL HEATER takes the chill out of the bathroom. Shave and dress in cheerful comfort.

Heats any room quickly. Small and light, can be carried about easily. Inexpensive; one gallon of oil furnishes enough extra heat for several days. Step in today and let us show it to you. \$5.65

AUSTIN & SHRADER BROTHERS
Our Goods Are New, but Our Friends Are Old
Low Prices and Fair Treatment Make Them So

The firm knew full well the value of the simulation of life, so they borrowed from a local clothing firm a wax model of a young man, attired in a bathrobe, with Turkish towel and bar of soap in his hands. The window was fitted up as a modern bathroom with tiled floor, tiled wall paper and porcelain tub with shower attachment. Close by it was an oil stove, and the young man was just on the point of stepping into the tub. A large card in one corner suggested:

BATHE IN COMFORT DESPITE THE OUTSIDE TEMPERATURE

One of our Oil Stoves will quickly warm up the chilly bathroom and make bathing, shaving and dressing a pleasure instead of an operation to be endured.

It is well to appeal especially to the mothers, who are the principal purchasing agents of household supplies, and in no better way can this be done than in featuring comforts for the baby—the real monarch of the household.

This was the thought of Graham & Collins, San Antonio, Texas, who showed the practical value of the oil stove in connection with baby's bath. The window was fitted up as a bathroom in porcelain, with Sanitas walls and a large pink and white bath rug on the floor. The object of supreme importance, however, was the oil stove in one corner. This was enameled white, making it in perfect keeping with the other outfittings. Seated in the tub was the life-size cut-out of a smiling youngster (a wax figure would have been better, as more closely simulating life). An artistically lettered sign read:

JUST THE THING FOR A CHILLY MORNING
Athletes and robust folk may scorn the warmth,
but baby must be protected; and invalids shun the
cold.

A COAL OIL HEATER

keeps the room at just the right temperature and makes the daily bath a delight.

A big hardware firm in Savannah, Ga., was another concern that had a display that made instant appeal to all interested in the care of children. It represented a section of nursery, floored with a rug of cheerful red. The background was of buff hung with ropes of evergreen and studded with clusters of red berriesevidently in anticipation of the holidays. At one side was a lighted coal oil stove, which threw out a cheerful glow—the radiance engendering a feeling of warmth even to those outside the window. Before the stove was seated a young mother—a wax model borrowed from a local dry goods store, and attired in a morning dress of blue, with long white apron. Standing close to the heater—his hands outstretched to its genial warmth—was the nude figure of a chubby youngster of two or three—as though he he had just stepped from his bath. The tub itself was shown on a large bath mat at one side, and over it were hung soap rack, bath towel and wash cloth; while near it was a large floor lamp, with wide-spreading shade of rose colored silk and bulb of red. This lamp was lighted at night, giving a rosy glow to the entire window-thus making it stand out strikingly from the white and yellow lighted stores on either side of it. Down in front was a big card:

Nothing Is So Precious as the Health of the Baby. Keep the room warm with one of our COAL OIL HEATERS. It will prove a warm friend to baby and mother.

Another very profitable class to reach is the business man. Probably few of them have thought of heating their offices with oil stoves, but they are a very handy thing to have around during those chilly spring and fall mornings, when the conserving janitor or landlord fails to turn on the furnace heat. Their convenience was effectively brought to the notice of the office man recently by a couple of parallel windows arranged by a New Orleans appliance dealer. The display was in two sections, each showing a section of a business office—and incidentally featuring many little office fixtures kept for sale by the hardware merchant. In one, huddled up at her desk, trying to operate her typewriter, was a girl in jacket and furs, with a rug wrapped about her knees. The second window showed a girl busily clicking the keys, unencumbered by wraps and wearing one of the sheer, lingerie blouses affected by women. A bright and burnished little oil stove told the difference in the atmosphere of the rooms. A card swung from the ceiling advised:

SPECIAL SALE OF OIL STOVES

Heat where you want it—when you want it—as much as you want of it. Removes worry, dirt and ashes.

Their pertinent little ads in the newspapers also brought them many customers, as they went straight to the point. In clear, black type, with ample white space surrounding them, they caught the eye of everyone who picked up the paper:

WAS IT CHILLY IN YOUR BEDROOM THIS MORNING?

Of course it was—you could hardly dress. Don't do it again—you'll catch cold. Order one of our OIL HEATERS, light it, and in a few minutes the room is warm and you can dress in comfort.

DON'T SIT AND SHIVER IN A COLD ROOM Have you ordered an oil heater for your room? If not, DO IT TODAY. Be warm and cozy these chilly evenings.

THE AMERICAN'S CREED

(By William Tyler Page)

I Believe in the United States of America, as a Government of the people, by the people, for the people;

Whose just powers are derived from the consent of the governed;

A democracy in a republic—a sovereign nation of many sovereign states—a perfect union, one and inseparable;

Established upon those principles of freedom, equality, justice and humanity, for which American patriots sacrificed their lives and fortunes;

I, therefore, believe it my duty to my country to love it, to support its constitution, to obey its laws, to respect its flag and to defend it against all enemies.

Never bear more than one kind of trouble at a time. Some people bear three: all they have had, all they have now, and all they hope to have. Remember that the octogenerian said: "I have lived a good many years, and have had a lot of trouble, most of which never happened."

YOU GENERALLY GET WHAT YOU DESERVE

Most things that seem tough are mostly bluff. The same is true of men. Yes, and of nations.

One thing to remember is this: There is always a way through, under, over, or around any obstacle in your path, provided your path is leading you to a place where you can give greater service.

The man who wants to be useful, and who is persistent and persuasive and courageous, will find the money, the friends and the influence he needs coming to him, just as steel

filings are attracted to a magnet.

Germany, with all her ability and efficiency, failed to break through to Paris because her desire was not a desire to serve the world. Her own selfishness stopped her. It was this selfishness of Germany that sent the Allies against her. It is the unselfishness of the Allies, it is their desire to serve humanity that wins.

So, if your desire is to be useful to your fellows, nothing can stop you—except yourself.

Men get what they deserve and in just the measure of that desire. Have great desires to serve and the rest will follow.

BUT AND IF

There are some men who often say They hope to make their mark some day, But

Luck is against them, don't you know; However, they will get there, though,

Things break their way a little bit, And mostly that's an end to it.

WE ARE WAITING FOR YOURS!

You have a dollar, I have a dollar; We swap.

Now you have my dollar And I have yours, We are no better off.

You have an idea, I have a idea, We swap.

Now you have two ideas And I have two ideas.

Make the HARDWARE WORLD a real idea-exchange.

Whenever you get a good idea, just send it along to us and we'll pass it on to the thousands of readers of this publication. Thus, we better business all along the line.

Keep the Home Fires Burning

Suggestions for Christmas Trade.

(By John Dillon)

ND keep the hardware stocks moving. Christmas is nearing, and since the "Shop and Ship" time is past, buying Christmas presents for the home ones will be in order until Christmas Eve. While our SHOP EARLY SLOGAN is becoming more popular each year, gifts will be bought up until the eleventh hour. That's simply human nature, and you can't run away from it, or evade it.

Those at home must be remembered now.

Your store is the typical Christmas shop—the store of the Christmas spirit. Your advertisements literally beam with Christmas joys—your windows are Santa Claus' workshop—each salesman is old Santa personified. Your windows now bristle with Christmas—they are

trimmed with thoughtful gifts.

Let us suggest a fireplace scene with Santa ladened down with his pack, filling the stockings. Or he is just in the act of leaving and the children just "peeped" in and got a glimpse of him. It may be a snow scene, showing skates and sleds — or outdoor sports. Such trims always pay, and pay well. If you prefer to trim with the goods only, then use fewer goods and do not "stuff" your windows. Window "stuffing" is easier than window trimming, and the latter pays best.

Stores used to pull out old stocks and "left-overs" from last Christmas. This is done by some merchants today, but not like yesterdays. But buying Christmas presents will be

different this year.

Gifts will be bought to put to use more than ever before, and there's no reason why the hardware stores shouldn't go after their share

of the Christmas trade, and get it.

Useful presents are patriotic and right in style this year, and your store has, or should have, a pleasing array of useful things for the entire family. The days of "Oh, just give something, it doesn't make much difference what," are gone forever and it's to every merchant's interest that they are not returned.

To the customer that can afford it, and usually buys the best, sell him the cream of your stock, the very best. To such customers, trade up, not down—do it every time. It is easier to sell the cheaper goods, but the real salesman sells the better ones.

Sell More of Better Quality

See that your store sells more of the better quality this year—give better values—and get better prices. Lest you forget, that should be the thought of the future, at all seasons. It will mean more satisfied customers and better results all 'round. Try it; it is good business sense.

Since the time of putting out last season's "left-overs" at Yule-tide and selling "just something to give" is gone, it is now up to the salesman to sell something to put into use. The customer is now within your store. What will you sell him? The store has been thoroughly advertised, the prices exploited, the goods displayed—the ad man and the window trimmer have done their part in familiarizing the public with the merits of the goods and lubricating the selling machinery—it's now up to the salesman "to put it over," to make good as a salesman.

He is going to know, or find out quickly, just what "John, Mary, mother, sister, uncle, aunt," should have for a present—he's got every thought on tongue's end, and he will sell for the entire relationship. Watch and see if he doesn't. Remember there will be no camouflage, no side-stepping—the customer is going to get what he wants, what he asks for. Substituting must be done with diplomacy. Some stores advertise "we never substitute," but as a rule they are stronger on substituting than their competitors, and it costs them patrons.

If the customer does not know what he wants, and many customers do not know, they are open for conviction and throw themselves upon the mercy of the salesman. The salesman who has such a customer to deal with should be most careful to please, for when once "tricked" the store has lost a customer.

Notice that some customers are not open for suggestions or advice. If you advance along this line it is repulsive. It's the customer that does not know what he wants that is open for suggestions and advice. If your customer is hard to please, it's time for you to bend every effort and extend surplus courtesies to make your sale. But, by all means, do not sell something you feel sure your customer will not be satisfied with after due reflection, for it means a dissatisfied, and possibly a lost, customer.

Always remember that you can never go too far on courtesy. It costs little and its returns are many. You "buttoned-up" fellows unbutton and inject a little more sunshine into your efforts and see how it pays. I have in mind a salesman whom I have known for many years. He is always the same kind, smiling. obliging chap. He is always busy when fellow salesmen were not, always in demand. Customers stand and wait for this fellow to wait upon them. He gets a salary commensurate with what he does. Does it pay? It certainly does. He is a Santa Claus every day of the year.

Getting Ready for the After-Holiday Lull

USINESS shows a marked tendency to slow up for a week or two after the Christmas season. Two weeks is half a month, or one-twenty-fourth of a whole year—much too long a time to let the finances sag. Then, too, if special plans are not put into operation to start business along and to give it a desirable impetus, the dull period may extend from a month to six weeks, thus giving the firm more of a handicap than there is any need for.

To begin with, it is not to be expected that business will furnish its own acceleration at this time. The man behind the gun must furnish the push and initiative and the brain power to project energy into business at this time. To wait until the dull season comes and then to begin to plan for it, is to make a serious mistake. Time is lost and that means failure to take advantage of real opportunity.

Even during the busy holiday season, time should be taken to think out just what is best to do in order to keep business going at a brisk pace. To know what you are going to do is to save mistakes and unnecessary sacrifice in handling the Christmas trade.

Facts As They Are

During ordinary times, Christmas sales prove more or less of a drain upon the purse of the buying public. Gift making has come to call for the giving of presents which represent real value. In earlier years, a Christmas card or a small remembrance which represented very little outlay, were all that were considered necessary, but as time went by, people continued to give more and more expensive articles. No one wished to be outdone or to be embarrassed by receiving a present of less value than the one sent. And so what was started as a mere expression of good will, grew into an oppressive tax.

Why Trade Should Be Good After the Holidays

Even before the war, the S. P. U. G. society had arisen, which being interpreted means, "The Society for the Prevention of Useless Giving." With the coming of wartime conditions and the Government ruling that useful articles preferably shall be offered for sale, no extra help employed, and no extra hours added to the usual working days, the situation has changed somewhat. Then, too, the withdrawal of such large numbers of people from our civil life has done away in large measure, with the gift making to them, for each foreign soldier could receive but one package and that of limited size.

All this means that conditions will be different this year after the holidays are over than they have been in years past. People will not be financially depleted to the same extent. The campaigns in behalf of thrift and conservation have tended to check the thoughtless spending of money and people will be much more inclined to buy with prudence and forethought than ever before.

From patriotic motives, many will refrain from much gift making, with the result that special offerings of real value, directly after the holiday season, will find large numbers of people prepared to purchase those things which recommend themselves as worth while for personal possession—articles of wearing apparel, furniture, personal accessories of all kinds, household supplies and fittings, and many will even be prepared to consider with favor, larger propositions which have to do with remodeling or putting in special equipment which calls for a considerable outlay of money.

There is a psychological fact involved here which should not be lost sight of. It is that any person who has saved money by refraining from making various lesser purchases, is always in the mood to spend the aggregate sum in some worthy way if such a proposition is brought up to him at this time. The average individual is thrifty and likes to feel that through waiting, he or she has been enabled to gain special values and mid-season discounts.

It is true, too, that it is often advisable to take a smaller profit and keep business going briskly during the time when a lull might be expected, than to carry the goods over another season and so lose the use of the money invested in them. Smaller profits and quick turnovers is one of the secrets of successful business.

Definite Suggestions

It is impossible to know just what stock will be left over a week or ten days before Christmas, but general selling plans may be arranged, and a special sale prepared. This special sale may be general and announced through the newspapers with a percentage reduction on all general hardware lines carried in stock, or if this is not advisable, a percentage reduction may be given on a selected class of hardware items of different kinds.

If such a general sale is not wise with broad offerings to the public, then a selected mailing list may be made out and attractive sales sheets with illustrated offerings sent to these names. The very fact that such special values are only offered to comparatively few has a selling power of its own. The customer who gets a letter stating that he is one of a hundred only to whom these attractive hardware or house furnishing values are announced, will be pleased and will be assured that he is having something in the nature of an almost exclusive opportunity.

It may be that there will be stock enough on hand for such a sale. It may be that belated purchases of Christmas goods for stock will arrive. It is possible that by knowing you are going to have special after-the-holiday sales that you can keep a weather eye to windward and purchase some fine stock very reasonable which somebody else wishes to get rid of to save carrying the goods over.

Anyway, be prepared with some new tools, apparatus or staples to brighten up the old stock, to make the window attractive, and to

make advertising leaders of.

Just to put out the same articles which the Christmas shoppers have already seen several times, is not enough. Have some new goods and be able to give an honest reason for offering them at a reduced price now. People are prone to inquire as to the reasons for reductions and to criticise the quality closely for fear something is being offered of inferior grade.

Many a retail merchant has enjoyed a much larger business during the weeks after the holiday season than during those preceding it, even while his neighbor in the same line stagnated during that period. The difference is simply that one has got ready for bigger hardware business and has bidden it come to him, and the other has done nothing except to take the sagging business as a natural consequence of the season of the year.

There is a variety of reasons for offering such values—to clear out for spring stock; to get ready for inventory taking; to turn stock on hand into immediate cash; to give special values to customers; to keep the store force busy; to get ahead of rising costs, etc., etc. After-the-holiday window displays should be especially attractive and should be closely linked up with live, interesting newspaper publicity.

Do not forget that this year will find people with more money in their pockets to spend than in previous years, and a very large percentage of the buying public will be interested in one or more practical articles if their attention is called to what is available at attractive prices, directly following the Christmas holidays.

"TOSSING A COIN"

Two business men did disagree
About a deal one day.
"Let's toss a coin," said A to B,
"And settle it that way."

But B refused. He wouldn't toss; He firmly set his jaw. Since neither man would come across They had to go to law.

Expenses pile up thick and fast When men in lawsuits join. The jury settled things at last By tossing up a coin.

SUGGESTIONS FOR CHRISTMAS ADVERTISING

Seen in the Window of a Retail Hardware Store

Come in and look us over
Have many things to see
Right here in Douglas' little Hardware Branch
Indeed it helps you some,
So do not roam from home,
To spoil your time in going by this Ranch.
Most willing are we here,
And not so very dear,
So call on us before you miss your chance.
REEG, THE RHYMER.

Santa Claus, Santa Claus
Will be here soon
With present for lassie and lad
We hope you'll not pass
This Hardware Store by
When your feeling so happy and glad.
REEG, THE RHYMER.

We all have heard of Beautiful Snow,
That Whittier wrote about, you know.
And all that he said of course must be so.
But city snow melts to beautiful slush,
That feels to your feet like Indian mush
And the streets with the people in a rush,
Makes poet snow hot air and gush.
OUR SHOVELS SHOVEL EITHER
REEG, THE RHYMER.

Christmas Gifts—or Yuletide Rhymes for the Trade.

Soon you will know,
All friends high and low,
Naturally this time of the year.

This will prove to you all—

What I say must be so, And makes this true statement quite clear;

Come one and come all— Let's have just one call—

An excellent list you will see;
Unless you do this it's no use at all
Selecting your presents from me.

Christmas comes but once each year With Christmas joys and Christmas cheer, We hope that those good people near Will buy some Christmas gifts from here.

"WHO'S BEEN MOVING!"

A merchant of Oskosh, Kansas, furnished business cards to the draymen there on condition that they telephone him the name and address of each new family they moved. It's a mighty good way for the merchant to learn who is going to occupy the formerly vacant houses of his town. A prompt personal follow-up is sure to result in the sale of some of the specialties needed to equip the home or make it spicand-span.

MORE ABOUT WHEN THE BUYER OF GOODS GETS TITLE (Copyright, by Elton J. Buckley)

With the possible exception of the law of insurance, no subject on which I have written articles in this series seems to arouse more interest than that phase of the law of sales which concerns the moment when title to goods sold passes to the buyer. On this, as I have explained, depends many things, particularly whose loss it is when goods are lost or damaged by a railroad company, or when goods are destroyed by fire, and so on.

I have the following letter from a New York reader apropos of a recent article on this

subject-

I have been reading with considerable interest your article in the July 18th issue regarding R. G., of

Dayton, Ohio.

Some years ago I had occasion to institute replevin proceedings on a shipment made to a customer in Detroit who had disposed of his business a day or two after shipment of the order. At that time I appeared in the court in Detroit, and while the court held that title to the goods passed to the purchaser as soon as delivery was made to the transportation company, they held that the man had made fraudulent representation when purchasing and we were able to secure the goods.

In another instance we made shipment to a concern in the West on terms of sight draft with bill of lading attached. The goods were shipped to our order in his town; he failed in the meantime, and we had no trouble whatever in securing the shipment, inasmuch as the courts held that title did not pass to the purchaser until he had paid the draft.

The remarks in your article clearly state "Under the law, title to those goods passes to the buyer at the instant the seller delivers them to the railroad."

This is hardly in line with the court ruling on the second case above mentioned, namely, that in shipments of material under terms of sight draft with bill of lading attached that the goods are shipped to the order of the shipper in the town in which the purchaser is located, and that title to the goods remains with the shipper at all times until the purchaser has paid the draft and secured the bill of lading, properly indorsed to his order.

If such is the case, I cannot see why the shipper is not responsible for the safe delivery of the shipment to the purchaser, and that any damages incurred through transportation should be taken up by him, and the burden of securing redress from the railroad fall upon him, inasmuch as the railroad is clearly acting as his agent and not the agent of the purchaser.

Your article does not mention anything regarding this condition, but at your convenience I should be very glad to know a little more about it.

There is nothing inconsistent between these cases, and my statement of the law. explained in an article written some weeks ago, there is one exception to the rule that when goods are sold f. o. b. the shipper's station, title to them passes to the buyer when the seller delivers to the railroad company for shipment. That exception is where the buyer has induced the seller to sell him by false represen-In such cases title still passes to the buyer upon delivery to the railroad, but subject to the seller's right to cancel the sale and take the goods back as soon as he discovers the fraud. This is because of the fundamental rule of law, "Fraud vitiates all contracts."

In a recent case a New York jobber sold a bill of goods to a Scranton, Pa., retailer upon the strength of a financial statement furnished by the latter. The statement was false and shortly afterwards, before the bill was paid, the buyer failed. The seller went to Scranton, told the sheriff, who had charge of the bankrupt buyer's goods, that because of the fraud he elected to cancel the contract and take the goods back. This he did, and later the court upheld him in doing it.

But if the buyer has meanwhile sold the goods to a bona fide buyer, the seller loses his chance to take them back. I should also say, too, that the mere insolvency of the buyer, even if the seller didn't know it when he sold, will not empower him to take the goods back, unless there was misrepresentation somewhere. If the goods are enroute when he discovers the buyer's insolvency, he can take them back under his right of stoppage in transit, but not after

they have been delivered.

As for the second case mentioned by the correspondent, that is also in accord with the general statement of the law that when goods are sold f. o. b. the seller's station, and shipped, addressed to the buyer, title passes to the buyer when the seller delivers to the railroad. The correspondent mentions a familiar transaction, when a shipper, in order to protect himself against loss, does not deliver goods to the railroad for shipment addressed to his buyer, but delivers to the railroad addressed to himself at the buyer's town. Of course, in such a case delivery to the railroad is not delivery to the buyer, because the goods are not consigned to the buyer at all, but to the seller. And there is still another reason why title doesn't pass to the buyer then, viz.: the parties have agreed that it shouldn't pass, but should only pass when the buyer paid the sight draft. In these cases the goods are the seller's up to the very minute the buyer pays the draft, and the seller must take all the risks of shipment. It is the seller's loss if anything happens to them up to that time.

AMERICAN GRINDER MFG. CO. INCREASE FACILITIES

The American Grinder Mfg. Company, in order to take care of its constantly increasing business and at the same time take care of the Government requirements on American grinders. have equipped another plant, two floors, 60 by 150 feet each, where they are employing an additional 125 men. The policy of the company is to work with the Government, giving the Government requirements preference.

The acquisition of this new factory gives them enough additional manufacturing capacity to insure prompt deliveries, not only on Government business, but also on business from their regular customers.

A Message to Garcia

(By Elbert Hubbard, reprinted by permission of the Roycrofters)

TN all this Cuban business there is one man stands out on the horizon of my memory like Mars at perihelion. When war broke out between Spain and the United States, it was very necessary to communicate quickly with the leader of the Insurgents.

Garcia was somewhere in the mountain fastenesses of Cuba—no one knew where. No mail or telegraph message could reach him. The President must secure his cooperation, and

What to do!

Someone said to the President, "There is a fellow by the name of Rowan will find Garcia

for you if anybody can."

Rowan was sent for and given a letter to be delivered to Garcia. How the "fellow by the name of Rowan" took the letter, sealed it up in an oilskin pouch, strapped it over his heart, in four days landed by night off the coast of Cuba from an open boat, disappeared into the jungle, and in three weeks came out on the other side of the island, having traversed a hostile country on foot, and delivered his letter to Garcia—are things I have no special desire now to tell in detail. The point that I wish to make is this: McKinley gave Rowan a letter to be delivered to Garcia; Rowan took the letter and did not ask, "Where is he at?"

By the Eternal! there is a man whose form should be cast in deathless bronze and the statute placed in every college of the land.

It is not book-learning young men need, nor instruction about this and that, but a stiffening of the vertebrae which will cause them to be loyal to a trust, to act promptly, concentrate their energies; do the thing—"Carry a message to Garcia."

General Garcia is dead now, but there are other Garcias. No man who has endeavored to carry out an enterprise where many hands were needed, but has been well-nigh appalled at times by the imbecility of the average manthe inability or unwillingness to concentrate on a thing and do it. Slipshod assistance, foolish inattention, dowdy indifference and half-

hearted work seem the rule.

You, reader, put this matter to a test: You are sitting now in your office—six clerks are within call. Summon any one and make this request:

"Please look in the encyclopedia and make a brief memorandum for me concerning the life of Correggio.'

Will the clerk quietly say, "Yes, sir," and

go do the task?

On your life he will not. He will look at you out of a fishy eye and ask one or more of the following questions:

Who was he? Which encyclopedia? Where is the encyclopedia? Was I hired for that? Don't you mean Bismarck? What's the matter with Charlie doing it? Is he dead? Is there any hurry?

Shan't I bring you the book and let you look it up yourself?

What do you want to know for?

And I will lay you ten to one that after you have answered the questions, and explained how to find the information, and why you want it, the clerk will go off and get one of the other clerks to help him try to find Garcia—and then come back and tell you there is no such man. Of course I may lose my bet, but according to the law of average I will not. Now, if you are wise, you will not bother to explain to your "assistant" that Correggio is indexed under the Cs, not in the Ks, but you will smile very sweetly and say, "Never mind," and go look it up yourself. And this incapacity for independent action, this moral stupidity, this infirmity of the will, this unwillingness to cheerfully catch hold and lift—these are the things that put pure Socialism so far into the future. If men will not act for themselves, what will they do when the benefit of their effort is for all?

A first mate with knotted club seems necessary; and the dread of getting "the bounce" Saturday night holds many a worker to his place. Advertise for a stenographer, and nine out of ten who apply can neither spell nor punctuate—and do not think it necessary to.

Can such a one write a letter to Garcia? "You see that bookkeeper," said the foreman to me in a large factory.

"Yes; what about him?"

"Well, he's a fine accountant, but if I'd send him uptown on an errand, he might accomplish the errand all right, and on the other hand, might stop at four saloons on the way. and when he got to Main street would forget what he had been sent for."

Can such a man be entrusted to carry a message to Garcia?

We have recently been hearing much maudlin sympathy expressed for the "down-trodden denizens of the sweat-shop" and the "homeless wanderer searching for honest employment, and with it all often go many hard words for the men in power.

Nothing is said about the employer who grows old before his time in a vain attempt to get frowsy ne'er-do-wells to do intelligent work; and his long, patient striving after "help" that does nothing but loaf when his back is turned. In every store and factory there is a constant weeding-out process going on. The employer is constantly sending away "help" that have shown their incapacity to further the interests of the business, and others are being taken on. No matter how good times are, this sorting continues; only, if times are hard and work is scarce, the sorting is done finer—but out and forever out the incompetent and unworthy go. It is the survival of the fittest. Self-interest prompts every employer to keep the best—those who can carry a message to Garcia.

I know one man of really brilliant parts who has not the ability to manage a business of his own, and yet is absolutely worthless to anyone else, because he carries with him constantly the insane suspicion that his employer is oppressing, or intending to oppress, him. He can not give orders, and he will not receive them. Should a message be given him to take to Garcia, his answer would probably be: "Take it yourself!"

Tonight this man walks the streets looking for work, the wind whistling through his threadbare coat. No one who knows him dare employ him, for he is a regular firebrand of discontent. He is impervious to reason, and the only thing that can impress him is the toe of a thick-soled Number Nine boot.

Of course I know that one so morally deformed is no less to be pitied than a physical cripple; but in our pitying let us drop a tear, too, for the men who are striving to carry on a great enterprise, whose working hours are not limited by the whistle, and whose hair is fast turning white through the struggle to hold in line dowdy indifference, slipshod imbecility, and the heartless ingratitude which, but for their enterprise, would be both hungry and homeless.

Have I put the matter too strongly? Possibly I have; but when all the world has gone a-slumming I wish to speak a word of sympathy for the man who succeeds—the man who against great odds, has directed the efforts of others, and having succeeded, finds there's nothing in it; nothing but bare board and clothes. I have carried a dinner-pail and worked for day's wages, and I have also been an employer of labor, and I know there is something to be said on both sides. There is no excellence, per se, in poverty; rags are no recommendation; and all employers are not rapacious and high-handed, any more than all poor men are virtuous.

My heart goes out to the man who does his work when the "boss" is away, as well as when he is at home. And the man who, when given a letter for Garcia, quietly takes the missive, without asking any idiotic questions, and with no lurking intention of chucking it into the nearest sewer, or of doing aught else but deliver it, never gets "laid off," nor has to go on a

strike for higher wages. Civilization is one long anxious search for just such individuals. Anything such a man asks shall be granted. He is wanted in every city, town and village—in every office, shop, store and factory. The world cries out for such; he is needed and needed badly—the man who can "Carry a Message to Garcia."

HOW TO GET A MESSAGE TO GARCIA IN BOOK-LET FORM

Send us 15c for a single copy of this neat little booklet (prepaid)—or if you are an employer, ask us to quote you a special price on these booklets in thousand quantities, printed in two colors, with your card or compliments, or your advertisement printed on the front or back cover.

BE PLEASANT

Most of the joy of life is in the contact with pleasing personalities.

A grouch is worse than a rainy day in December.

All of which brings us to the man on the job, who is trying to get ahead.

There isn't a business anywhere, worth working for, that won't pay a premium for a smiling face and a governable temper.

Business today is totally a matter of cooperation.

There isn't room for the sour individual who can't work unless he has a private cave, cut off from human contact.

This type is passing out—with the horse and buggy, the Saturday night bath and the farm-hand breakfast.

Just doing our little job well, isn't enough. We must do it cheerfully and with a smile.

If we don't we will interfere with others, make it harder for them to do their work, all of which is unprofitable.

The reason for this is clear:

All of us have worked over and under men and women with dispositions that pricked us like thorns. When they passed our way the sun went under a cloud. Our production dropped. If they were subordinates, we fired these misfits at the first opportunity; if we were the subordinates, we quit at the first chance to get another job of equal pay.

J. H. Foster, president of the Hydraulic Pressed Steel Company, doing a business of thirty millions a year, says he has found that when a man stops smiling his production falls. The rule is so invariable, he states, that he has installed a system whereby these cases are investigated and a remedy sought.

But the point we want to make here is that the man on the job can progress faster with a smile than without one; in other words, that it pays to be pleasant, courteous and agreeable.

A man is worth what his ideas are worth.



WHAT ABOUT THE RETAIL MERCHANT WHO HAS NO SHIPYARD OR MUNITION FACTORY AT HIS BACK DOOR!

Harry H. Woodward, of the Riverside Hardware Co., of Riverside, Calif., is a man of ideas. He has the bee of creative business and enterprise well developed and he doesn't keep it stored away.

He is sending the HARDWARE WORLD a suggestion which merchants in other sections can use, where he says they are not blessed with having a shippard or munition factory at their back door, it is necessary to get the house owner and head of the home to loosen up a little, especially when it comes to the purchase of necessary articles.

There has been an over-zealous application, he thinks, by the buying public of the restrictions on the sale of hardware, so here is an item which recently appeared in a local paper.

Little Enterprises

Ring the curtain on that fellow who is hollering about not being able to get the goods to sell. He is paving the way to soak you a high price.

The merchant has the goods to sell and Uncle Sam wants him to sell them. All he asks is that you tell him what you are going to do with them and if it is for work the Government deems non-essential he will tell you so.

Uncle Sam wants him to sell you fuel-saving devices, food-saving devices, money-saving and anything else needed to keep up your home and house, or your chicken house, your corral, your barn, your hog pen or any other part of your ranch that is necessary to the maintenance of your food producing organization.

Your own conscience will tell you whether

you are entiled to buy or not.

Buy What You Need and Waste Nothing; that's what Uncle Sam wants you to do. He knows it would be the greatest calamity ever if the American people let their homes deteriorate and go to ruin for the lack of a few needed repairs here, and a coat of paint there.

"Keep the Home fires burning"— and also keep the home up in shape, for some day your boy will come back, and he will be better pleased if he finds the home in at least as good

a condition as when he left it.

It is good to use no matter where you are located. It is especially good for the retail merchants in inland towns and cities where, as he says, there are no munition factory or shipyards.

He believes in passing such ideas along for the benefit of HARDWARE WORLD readers.

Now, will you reciprocate? What is yours? If you have an idea and will give other merchants the benefit of it, they will in turn give you the benefit of theirs. Make the HARDWARE WORLD pages a means of reciprocity. We will be glad to devote the space for that purpose.

NEED NOT BE SURPRISED OF ADVANCED PRICES ON WIRE PRODUCTS

Editor HARDWARE WORLD:

There recently has been enacted a local ordinance against fortune tellers, soothsayers, palmists, astrologists, etc.

It would certainly take one engaged in either of the above professions, to predict the future of the steel business due to the termination of the war, and as I am not engaged in either one of these pursuits, I deem it inexpedi-

ent for me to indulge in prophecies.

Judge Gary, president of the United States Steel Corporation, Charles Schwab and other very prominent gentlemen at the head of vast steel interests, in public statements say "they do not anticipate any startling changes. Whatever changes may take place will be gradual and not at all disturbing.

It is said there is great scarcity of steel for producing wire products; that manufacturers are not satisfied with the present Government established price of wire nails, viz: \$3.50 East Pittsburg, and claim that wire nail orders are unattractive.

As soon as the Government permits manufacturers to accept nail wire orders freely, there will be an avalanche of orders from all over the country to replenish stocks and these orders will be accompanied with frantic appeals for immediate shipment.

Taking the above two conditions together, it would not be at all surprising if manufacturers advanced the prices on wire products.

Notwithstanding all this, who can say what a day will bring forth?

Longfellow said: "Go forth to meet the shadowy future without fear, and with a manly heart."

Yours very truly,
A. C. RULOFSON.

B. AUSTIN COATES PNEUMONIA VICTIM

B. Austin Coates, associated with his father, George H. Coates, in the Coates Clipper Manufacturing Co., of which he was assistant treasurer, one of the best known young business men of Worcester, Mass., died at his home recently of pneumonia after a brief illness.

He was born in Worcester, 41 years ago. His wife is the daughter of S. Hamilton Coe, and he leaves a

son, B. Austin, Jr., and a daughter, Helen K.

Mr. Coates was educated in the public schools and graduated from Worcester High School in 1896 and from Worcester Polytechnic Institute in 1900. He immediately entered business with his father.

He took an active part in fraternal and social matters and was one of the best known Masons in this

section.

CAMOUFLAGE ON THE FARM

The honest farmer's apple crop
Has been dispatched to town.
The barrels look this way on top
OOOOOOO
And this is lower down:





YOU WILL LIKE THIS MAN—A. J. TODD, OF SYDNEY

If you ever have the opportunity of meeting Mr. A. J. Todd, of Tasmania, and we might well say all over Australia, you will agree with us we are sure—you will like him.

There are some people to whom you are instinctively drawn; they have a personality you may not be able to explain, but it doesn't need explanation.

This was Mr. Todd's first visit to America, although he has been representing a number of

American manufacturers for years.

He operates a hardware and electrical establishment in Tasmania, but is so fortunately situated, his business is so well organized, and he has such good associates it seems to run without a great deal of personal attention.

So Mr. Todd travels throughout the length and breadth of Australia and probably enjoys as large, if not larger, acquaintance than any

other Australian business man.

He is the representative of the Berger-Carter Co., manufacturers of canning machinery and equipment, and his visit had primarily to do

with American canning methods.

Mr. Todd is an out and out Australian and you can't blame him for being proud of it. Not in an ostentatious way—far from it—for any Australian who would not be proud of the way his country has responded to help make the world a clean and safe place to live in, would not be worthy of the name. He is a fine type of business man, whom it does one good to know. He confesses to a great admiration for America, American people and manufacturers. He owns we have some good traits, just as we know we have bad ones.

While there are many good representatives in Australia, and equally many regular readers of the HARDWARE WORLD, any American manufacturer who might be seeking such representa-

tion would not go amiss if Mr. Todd could be induced to take on their line, provided he had the time. We will be glad to supply his address to anyone interested.

He left a host of friends and well wishers in America and the HARDWARE WORLD is glad of the opportunity of introducing Mr. Todd to our readers who may also wish to get acquainted with him by correspondence.

HEARD AT SALESMAN'S MEETING

"Edmonds, I wish you'd tell us how you happened to get the ———— Co.'s business.

"Just what do you mean?"

"Well, how did you break in? How did you happen to get the first order? What was your line of talk? This is one of the most desirable accounts in the country, and I wish you'd tell

the boys just how you landed it."

"Why, I called on the buyer—introduced myself in the regular way—started to pass him a line of talk as to who we are—what we are and how we do it. Thought I was getting some where, when suddenly he came back at me with "Your line may be all that you claim, young man, but we're not interested. We don't carry a class of goods such as you offer—we couldn't sell them—customers don't want them. Very sorry, but there's nothing stirring!"

"I tried to crowd him, but soon found out he wasn't the kind to be pressed. So I picked up my 'Kelly' and started down to the next floor—to give his department the 'once over.'

"The minute I walked through, I got a hunch; rushed back to Mr. Buyer—asked him to come and look at something very interest-

ing and important.

"I showed him a bunch of old stuff right in his own department that wasn't in keeping with anything else in the store—merchandise the store couldn't sell—that would never pay a profit or repeat—and said, 'Why, don't you give us this space—put in our line? You can turn it over quickly, and you'll sell \$5,000 worth of it before you know it.'

"He hesitated a minute, turned to me and said, 'I think you're right. There's something

in what you say. We'll try it.

"The first season they sold many times the \$5,000 worth. Only last week he gave me the biggest order that has ever been placed by any buyer for our line."

Read it again. Do you get the originality of attention—the art of suggestion idea? It's

real salesmanship.

The teacher asked for oral sentences which would indicate the words, "Income Tax." One boy treated it thusly: "My dog's name is Tacks, and when I open the door and whistle, in comes Tacks."

Making Your Inventory Count

Reasons for Using Care at This Time.

GOOD many business men look upon the annual inventory as something in the nature of a necessary event. They approach the ordeal with dread and sigh with relief when it is over.

Doubtless these same individuals in their callow youth looked upon a picnic as a very different matter, or the annual Christmas tree, or Fourth of July! It's all a case of one's mental attitude. We can make a bugbear of most anything if we try, or by approaching it in the right spirit, can make it a profitable and enjoyable occasion.

Inventory is really nothing to be dreaded. On the other hand, there's a good deal about it to anticipate. Previous to inventory it is customary for most retail merchants to move as much stock as possible by means of special sales or leader values which tend to promote business. This is quite as it should be, for inventory is commonly taken directly after the Christmas season, and furnishes definite information for the spring buying, corporation reports and income tax reports, all of which are very important. The more of the goods which can be turned over at this time, the better. They will not have to be inventoried, and it releases the money for reinvestment.

Inventorying stock on hand should be done with sufficient care to make it worth while when it is finished. The man who estimates or guesses at this, that or the other, is quite as likely to fool himself as anybody else. Superficial inventories are almost useless, for work of that nature does not reveal the exact amount of stock on hand, bring to light goods which have been forgotten or overlooked, or give an opportunity to clean out the corners and assemble broken lines in order to dispose of them later. The more thoroughly the work is done, the more profitable it will be.

To make inventory count, it should be done as quickly as is practicable and consistent with painstaking effort. In some stores it is considered desirable to offer special pay to the entire store force to work extra hours during inventory, after the regular business of the day is done. Other merchants give the choice of extra pay for this work, or double the time off if it has been used by the store, this time to be arranged at the mutual convenience of the employer and the employe.

This year inventory presents some peculiar features. Values are much less stable than formerly, and price lists must be continually consulted so as to take into consideration present actual values. Naturally inventory is always reckoned on the cost price, or what it would

be necessary to pay to replace the article in the market at the moment. It is almost inevitable that a certain percentage of the stock should have depreciated somewhat in value. It may be shop-worn or somewhat out of date or favor. An account of all such stock should be kept and reasonable depreciation figured off.

The income tax reports brought many a man fact to face with the fact that he had never figured his fixtures right. For insurance purposes they should always be listed separately in a book at full value, and the insurance taken out on the full value basis, so that in case of loss, money may be available with which to replace them.

Inventorying fixtures is a different matter. As soon as they are installed, they are second-hand and should not be reckoned in at more than what they would bring were they sold. A definite rate of percentage should be figured off each year until the end of ten, twelve or fifteen years, when they will disappear entirely.

In fact, some business men maintain a sinking fund, and put into this every year the amount they reckon off as depreciation. When a hundred per cent has been figured, there is a wherewith for new and modern fixtures. This sum, together with what the old fixtures will actually bring, will usually put in something more desirable. Find out just what allowance the Government permits as depreciation, so that the inventory will contain figures as a basis for the income tax reckoning.

In figuring business expenses a legitimate item of cost is all allowances for claims of dissatisfaction, adjustments and bad debts. The costs involved have all had to be met out of the profits and consequently reduce the profits accordingly.

Book Accounts

It is well to divide book accounts at this time into three classes—first, those which are perfectly good; second, those which are doubtful or concerning which there is a question; third, those which are probably hopeless.

The third class should be given into the hands of some one person either connected with the firm or a collection agency outside of it. and special arrangements made to encourage collection. It is surprising sometimes what can actually be done by going right after such collections in a manner which means business. Everyone must be dealt with according to circumstances.

The second class of accounts are best handled by the firm and usually a series of followup letters or personal calls will bring the money on part of them and eventually on most of them. Doubtful accounts should not be inventoried at full value. Usually fifty or sixty per cent of their face value is a reasonable amount to allow.

The hopeless ones should be charged off altogether to loss, and everything taken in on them later credited to profit or let go through the regular system.

A true accounting is impossible unless interest on the money invested is charged up as a business expense. Overhead should be very carefully estimated in relation to aggregate sales, not costs. Salary lists, carrying costs and all petty expenses should be reckoned by themselves for comparative purposes.

The entire inventory facts should not be left in a chaotic condition, but figured out and crystalized and put down in orderly shape, so as to be instantly available for reference.

Inventory Should Cause a Clean-Up

If we stop here, we shall lose a large part of the value of the work done, for it is the follow-up action which really counts in the constructive work of the months to come. The after-inventory sales are even more important than the pre-inventory ones. Broken lines may be disposed of and special values offered wherever it is desirable to do so.

It is well here sometimes to ask one's self the question, "Can I not move a lot of these goods now, by making attractive prices when people will be influenced to buy because the cold weather season is really at its height?" Then, too, in wartimes we cannot tell just what influence peace negotiations may have upon the market, and it is well to hew as closely to the line as possible.

Inventory figures should reveal many illuminating facts. If the overhead expense is too large, go to work and cut it down. If this cannot be done, then the volume of business must be increased by legitimate means. If a fairly good business is being done and the profits are cut down too much by doubtful and bad bills, then the credit department needs strengthening. If the figures show that the stock is only turned over once or twice a year, then it is evident that the stock is too heavy, or the business promotion means employed are mighty weak. If the amount of business being done is not increasing healthily, year by year, then the advertising appropriation and its use should be scrutinized. Business methods within the store should be examined to discover whether or not trade is being prejudiced and driven away by indifferent, careless or ignorant help. If the indebtedness of the business is increasing and its assets are at a standstill, there must be a reason, and to continue in that way points failure.

The inventory should reveal the exact condition of every department of the business,

and any part which is not prospering or shows indications of sickness, should have prompt, expert treatment. To allow conditions to continue which can be remedied, is mighty poor business judgment, especially when a greater degree of prosperity would make better service possible and add to the prestige of the concern with which you are connected.

RECONSTRUCTION OF BELGIUM

''Comptoir National'' Pour la Reprise de L'Activite Economique en Belgium

The "Comptoir National" was organized under the commercial type of a cooperative corporation on June 14th, 1918, with the cooperation of the Belgian government.

It has for object to help the reconstruction and reconstitution of Belgian industries and Belgian trade.

Its initial capital, limited to 1000 frs. per stockholder, amounts so far to 519,200 francs, and is contributed by Belgian manufacturers and merchants, living just now outside of invaded Belgium.

As soon as the invaded territory is free again, all Belgian manufacturers and merchants will also be admitted to join the "Comptoir National" on same terms. The "Comptoir National" will work under the con-

The "Comptoir National" will work under the control of the Belgian government and with its financial help.

help.

The state also helps the "Comptoir National" by putting its purchasing plan before the interallied commissions, in order to obtain for Belgium her share of the raw material coming under the control of said commissions.

The "Comptoir National" will purchase, either for the state's account, or for the account of those manufacturers and merchants who will have obtained the financial cooperation of the state for the payment of their purchases.

The Comptoir will purchase for account of individuals who do not require the financial cooperation of the sate.

The board of directors and the board of auditors are composed of men belonging to all classes of the commercial, industrial, shipping and financial world. In view of the company's object, they have given their services without remuneration.

The income of the "Comptoir National" will consist of a commission sufficient to cover its general expenses and insure an interest of 5 per cent on the capital paid in. Profits over this will be distributed among the buyers, in proportion to the amount of their purchases.

The head office of the company is located in Paris, 15 Rue Louis le Grand. There are also branch offices in London, 110 Cannon street, and in The Hague, 173 Bezuidenhout.

The material ordered or purchased from now on, is to be delivered as soon as possible after peace.

If circumstances will so allow, it is even possible that material may be purchased and stored from now on.

While everything is organized and carried out under the form of a commercial company, the "Comptoir National" has in mind the broad interest of Belgians and hopes that all will keep this point in view when presenting their propositions to the corporation.

It is well understood that the placing of all final orders and the actual deliveries of merchandise, for the "Comptoir National," are subordinate, under the present circumstances to the authorization of the Belgian government, and, if necessary, to the consent of allied commissions.

Catalogues and price-lists in triplicate are invited and should be sent to the head office of the "Comptoir National," 15 Rue Louis le Grand, Paris.

PROTECTION AGAINST FALSE PRE-TENSES DONE IN THE NAME OF BUSINESS

(Copyright by Elton J. Buckley)

I am getting a considerable number of inquiries from merchants and manufacturers who are being made victims of unscrupulous competition, and want to know what they can do about it. They all seem to feel that they ought to have some special law forbidding the particular kind of fraud they suffer from. An instance is the following letter:

Omaha paint dealers are complaining of dishonest contracting painters who take jobs for which certain grades and brands are specified and who then use inferior substitutes. The inferior material soon demonstrates its worthlessness and the owner of the property, thinking that the specified brands were used, makes complaint to the manufacturer.

There is no law in Nebraska—so they say—which would make conviction possible. Do you know of any words and the same anywhere which these paint men

law now in force, anywhere, which these paint men

could have introduced?

The Omaha trade will mightily appreciate your suggestions.

I also have other inquiries involving precisely the same questions, as follows:

One from a ready-made clothing dealer who asks what he can do to stop a local competitor from advertising part cotton cloth as all wool.

One from a grocer who wants relief from a chain store competitor who advertises for 21 cents a coffee represented to be "regular 35cent coffee."

One from a fur dealer, who says a competitor, by inventing a series of meaningless names for furs, is deceiving the public as to values.

I have replied to these, telling practically the same to all, viz: That no special law, forbidding fraud in the sale of paint, or clothing, or coffee, or fur, is needed to stop these fraudulent schemes. All of them, and an innumerable number of others, are phases of the crime of obtaining money under false pretenses, and can be punished as such.

Perhaps I need not say that there is also a civil remedy against them. The victim of the paint fraud, for instance, could sue the fraudulent painter for the difference in value between what the painter was to furnish and what he did furnish. The inquiry, however, is to what criminal remedy there is and I shall

confine my answer to that.

I believe I am warranted in saying that every state in the Union has a general law making false pretense a misdemeanor. Under this law all such frauds as those under discussion can be punished. The offense, in all these statutes, is almost always described about like this:

Knowingly or designedly by false pretense obtaining from any person money or goods with intent to cheat or defraud any person by the same.

These false pretense statutes are an outgrowth of the common law, for it was also a criminal offense to obtain money from anybody

by false pretenses under the common law, which means the unwritten law of immemorial custom. Under them a man may be arrested and sent to jail if he contracts to supply a certain grade of paint and furnishes an inferior grade: a grocer can be arrested and imprisoned or fined if he sells as "a regular 35-cent coffee" a coffee which is no more than a regular 21-cent coffee. and so on.

The following, for example, are typical false pretenses which have been punished under these general false pretense laws:

Falsely marking casks as to quality or quan-

tity (Iowa).

Obtaining advances of money on misrepresentation of ownership of property (North Carolina).

Obtaining credit under false pretenses (many states).

Obtaining materials to be used in one building and then using them in another, with intent

to defraud (Missouri).

Obtaining money by check, knowing that the check won't be paid (Illinois).

Obtaining money by false pay rolls (Ohio).

Obtaining money by any representation that the buyer was to get greater value than he subsequently got (Massachusetts).

And there are many more, the gist of all of them being the same, viz.: Getting money or some other advantage by a misrepresentation which is to the victim's disadvantage. Here is a simple guide by which you can test any act as to whether it is a criminal false pretense:

The statement or representation must be actually false and must be made by the man you are seeking to charge with it, or somebody acting with or for him.

He must have known of its falsity.

3. The person defrauded must have relied upon it.

4. The author of the false pretense must have intended to defraud through it.

5. It must have been successful.

Just apply this to the paint fraud and see how completely it fits the whole five points. No doubt at all that the thing is a false pretense and the authors of it can be arrested.

In addition to the general false pretense law. many states have additional laws covering special frauds, such as, for instance, obtaining credit under false pretenses. But even though they only have the general false pretense law they are not helpless.

NATIONAL HARDWARE CONVENTION

The annual conventions of the National Hardware Association and the American Hardware Manufacturers' Association, which was postponed by the health authorities of New Jersey, will be held at Atlantic City, N. J., December 11, 12 and 13.

NOT MADE IN GERMANY

(By Le Roy Huron Kelsey)

The blatant claim is often made, with brazen arrogance.

That German wisdom and research have made the world advance;

But when we start to itemize the things of greatest worth,

That benefit and comfort bring to people of the earth,

We do not find them emanating from Teutonic brains,

Although they quickly utilize whate'er another gains.

The telegraph, the telephone, the engine run by steam;

Acetylene and kerosene, electric lights that gleam;

The ocean cable and the wireless, and the phonograph;

The motion picture, and in fact the common photograph—

All these would still be hidden from the races of mankind.

If their disclosure had depended on the German mind.

The telescope, the microscope, the antiseptic gauze;

The anaesthetic for relief of pain from any cause:

The principle of vaccination to prevent disease; The decimal and metric system, which we use with ease—

All these were given to the world by nations now at war

Against Teutonic doctrines, which we heartily abhor.

Our aniline for dyeing and our rubber vulcanized;

Our automobiles and pianos, both so highly prized;

Electric cars and air brakes and the soft pneumatic tire;

The plate glass in our windows and our fences of barbed wire;

All these were ne'er discovered in the land of braggard Hun;

Although they try to fool us as to what they've really done.

Machines for reaping harvest and machines for threshing grain;

The cotton gin, the submarine, the bird-like aeroplane;

Machines for sewing clothing and machines to count our cash,

Machines to write our letters, all so neatly in a flash—

These also might have never come to bless the human race,

If other folks had waited for the Huns to set the pace.

E'en implements of warfare are not born of Prussian hands.

But they employ inventions that have come from other lands;

Percussion caps, torpedoes, smokeless powder, dynamite.

And nitroglycerin or shrapnel, all so deadly in a fight;

The rifle or revolver, or the quick breech-loading gun,

While widely used, were none of them invented by a Hun.

The Germans are mechanics and are skillful in that line;

They copy someone else's work, and often do it fine—

But when it comes to doing things that never had been done.

They simply are not in it and no laurels have they won:

They talk of German "kultur" and they boast and strut about,

But yet their big achievements are their pretzels, beer and kraut.

WHY ARE YOU WAITING!

(By Samuel Ellsworth Kiser)

You have somewhere in the back of your head the idea that some day you are going to do something that will make your friends regard you with envy and admiration.

In your imagination you can hear them saving they never supposed you had it in you.

Your breast often swells with pride as you think of yourself honored and applauded after you have done the great thing.

You feel sure that you will be able to arise to the occasion when it presents itself.

But you are waiting.

You may realize that occasions seldom present themselves.

Perhaps it has occurred to you that the man who arises to an occasion must go out and find it.

Still you are waiting. Tomorrow, next week, or next year you intend to seek your occasion.

Why Are You Waiting?

Last year you were waiting for this year; last week you were waiting for this week: yesterday you were waiting for today.

Time's up. Cease waiting. The great thing will never be accomplished if you keep putting it off.

Shape your actions to the present. Do the great thing now—at least make a beginning.

Every day that you put it off is a day less of satisfaction, and success, and honor for you. Don't wait!

TYPICAL OF THOUSANDS

In enclosing my check for three years' subscription, I want to tell you that I like the HARDWARE WORLD very much and wouldn't consider being without it at any price.

HENRY OSTLIND.

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Adventure of Sherlock Holmes in Hardware

(By Morris Whiton, Whiton Hardware Co, Seattle)

ERE "Sinbad the Sailor" or some other "Ancient Mariner" to return to earth or rather the sea, he would find himself surrounded by strange objects and familiar names.

The "fo-castle" is now the "crew's quarters," a "cavil" is now a "cleat" and "larboard" has been changed to "port"; but "forard and aft," the "handspike," "marlinspike" and "serving mallet" remain unaltered, along with dozens of other items familiar by name at least to Paul Jones and Captain Kidd.

They might, however, wonder if a steel boat would really float, and have misgivings at the

lack of sails and rigging.

The sea changes its language slowly, gives up the old names grudgingly and resents attempts of manufacturers to change or alter the old familiar names. A hardware catalogue may describe a certain type of vise as "swivel vise"; however, to the old-timer, it is a "scroll vise." All this is true to a greater extent in Europe than in the good old U. S. A.

When the first boats were contracted for the Pacific Coast by Swedish and British interests, the lists of engineroom equipment were rich in the language of the salty, briny deep.

The writer thought he knew the tool and equipment game; at least, he thought he could get by in it. However, when I struck one of these lists, I realized it was necessary to "register," as the movie men say, some heavy thoughts.

Our firm determined to figure the thing complete. Some items were a complete mystery, others required an inventive gift, and some were merely a misprint; as for instance, a "sealing hammer" turned out to be a "scaling hammer." No one told me this—I am happy to say I guessed it. Fifty years ago, some one made an error. They changed the "c" to an "e" and the thing became historic—no one dared alter it.

To specify sledge hammer by giving weight is a cut and dried proposition, but to classify it as a "quarter hammer" or "flogging sledge" puts a little pep in the list and gives it a maritime flavor.

A chain block is a simple matter, but a "worm chain fall" requires a little thought to be recognized as a duplex block. The man who wrote that first list was an expert at camouflage.

After cross-examining everyone that I knew who had ever smelled "bilge water" and conferred with some of our local mechanics, and consulting a dozen musty books at the library. I took a shot at it—and we landed the order.

Fully a third of the stuff was special—at least special to our firm. Many items were made to order, and on a few items we just took a chance. I held my breath when the lot was delivered, but there was no excitement. The goods stuck; in fact, they more than stuck—they drew repeat orders.

From the first, we were able to improve our service and goods—the customers didn't holler. But we saw a chance to give something better for the price—to put a pipe handle in an iron sledge a little more securely, to get a nifty little bulge on a lead hammer and to furnish a huskier flue cleaner. This was good sport and kept us in the lead.

Speaking of the improvements, our "beam clamp" wasn't invented; it just grew. The first one was made of paper, to fit a paper beam; the next one of tin; and then a real forged steel one. That first one was a little crude, so we lengthened the next one's tail, widened its

jaw, and made a real one out of it.

Our engineroom equipment business has grown from a pup into a Great Dane, and is still adding weight in a healthy manner. We have furnished 163 vessels with outfits and have contracts for many more. The game is getting a little harder. The factories are, as has been suspected, quite busy in not getting off their shipments in a very snappy manner. As for special stuff, we take off our hat when we try and get someone to make it. Two years ago the other fellow took off his.

One item running about a dozen pieces to a set is now being made in a lot of one thousand pieces. The Whiton Hardware Co. has kept a tidy sum of money in Seattle by developing the local source of supply.

After a few months of catching shipments hot off box cars and waiting for the metal to get cold in a blacksmith shop, we decided to create a working balance. This took some nerve and quite a little money. We bought equipment

for ten ships without an order.

When this stuff rolled in, we had to create a department to handle it. So our ship room or engineroom equipment display room was established with a man in charge. He was given the right of way to commandeer any incoming goods for his department. And many items now very difficult to obtain and almost at a premium are now stored in this room in large quantities.

This working balance or capital, as we call it, has been a lifesaver on many occasions and enabled us to fill orders so that when the new ship steamed away for "over there" we had done our bit—our best—and had delivered 100% of an order.—Pacific Shipping.

THE BEST BUSINESS BOOSTER

Somebody asked Curtis M. Johnson, a successful merchant of Rush City, Minnesota, "What is the thing that you do in your store that produces you the greatest amount of business?"

Mr. Johnson replied: "The thing that I do in my store that produces the greatest amount of business for me is my personal touch with the customer. I sit behind my desk some days and a man comes in and wants to buy a tencent dishpan. I go out and sell him the dishpan myself and wrap it for him. I go back into the office with the idea that I have done the one thing in my community that can't be expressed between the mail order pages of any catalog. I encouraged in some way through my personality the idea of getting that fellow to come back to my desk and let me know that he bought the ten-cent dishpan from me. I try to encourage my clerks to get this personal touch in the community that the fellow showed me when he got the ten-cent dishpan.

"I want my store to be a one-man store so far as coupling up the personal touch is concerned. No man is interested in another man unless they have things in common.

COMPARES WAR FINANCES

Wealth and loans of warring countries at war are given.

Six billion dollars seems, offhand, an enormous sum for the United States to raise in one Liberty loan, but a comparison of the financial status of the various belligerents, which has been compiled by the First National bank, Cleveland, sheds light. The comparison of resources of the warring nations follows:

Country		National	Wealth	Population	
United States		\$250,000,0	000,000 1	04,000,000	
Great Britain				47,000,000	
France		65,000,0	00,000,	40,000,000	
Germany		85,000,000,000		68,000,000	
,		Annual		War Cost	
	Wealth	Income	Annual	Per	
	Per	Per	Per	Cent of	
Country	Capita	Capita	Capita	Income	
United States	\$2404	\$3 85	\$103.80	27%	
Great Britain	1915	255	279.60	110%	
France	1625	187	180.00	96%	
Germany	1215	162	144.20	89%	
A		_			

A summary of internal war loans is:

	Amount	Amount
Country	of Loans	Per Capita
United States	.\$10,220,990,560	\$ 91.3
*Great Britain	. 13,483,399,000	397.1
*France	. 6,808,300,000	171.9
Germany	. 20,814,000,000	306.6
*Emploring of advances		anuntum in

*Exclusive of advances made by this country in excess of \$6,500,000,000.

MAKE GOOD CITIZENS WHILE YOU SELL GOODS

The foreign-born buy reading matter and the foreign-born are lonesome, and one touch of nature makes the whole world kin, and also is likely to sell the goods. If you don't care for the foreign-born, yet you may care for their money-orders, and you may care for the foreigners, too, when you know them better. Try this:

Tell the woman who speaks little English that you want to show her something interesting. You can tell her that much with your eyes and hands and smile.

Show the woman who speaks little English some pictures, and if the catalogue from which you are selling has some pictures in beautiful colors, show her those. Color and music and form speak to everybody, everywhere and in every tongue.

With hands and eyes and smile interest her so greatly in the pictures of her own country as well as ours, that she will want to read the

With hands and eyes and smile, make her understand that the text is there to be read—for a song; the song of the English language.

If she would like to speak better English within a very short time, tell her you will, yourself, take her to a night school where she can learn; if you are a good salesman you'll be able to make your book or magazine or catalogue her first English primer.

If you are a good salesman you won't look critically about the homes of these foreign-born women. You have your work and they have theirs: Hers is likely to be a good deal harder than yours. Don't knock even in your mind. Knocking never sold anything—but the other fellow's goods.

If you are a good salesman you'll know at a glance whether it will serve you best to speak of books or babies; if babies, there are likely to be plenty about. Talk of them, by hands and smile and eyes.

Don't gush over the foreign-born woman. She has her reserve and her dignity to look after, even if she doesn't speak the language. Be kind and be interested and alert. You'll sell your goods.

The above suggestions are likely to serve you, but that isn't the only reason why they are made. They are made because America needs the help and good feeling and humanity of every one of her prospective citizens, and just now the man or woman who helps secure these things for our country, helps to win the war and a prosperous future "over here" for the men who just now are "over there."

The foreigner needs us; we need him, you need us both, if you are trying to sell something. You help us and we'll help you.

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THE GOLD STAR

(From the St. Louis Globe-Democrat. Copyright by Edgar A. Guest.

The star upon their service flag has changed to gleaming gold;

It speaks no more of hope and life, as once it did of old.

But splendidly it glistens now for every eye to see

And softly whispers: "Here lived one who died for liberty."

"Here, once, he walked and played and laughed, here oft his smile was known;

Within these walls today are kept the toys he used to own.

Now I am he who marched away and I am he who fell;

Of service once I spoke, but now of sacrifice I tell.

"No richer home in all this land is there than this I grace,

For here was cradled manhood fine; within this humble place

A soldier for the truth was born, and here beside the door,

A mother sits and grieves for him who shall return no more. "Salute me, stranger, as you pass! I mark a soldier who

Gave up the joys of living to dare and die for you!

This is the home that once he knew who fought for you and fell;

This is a shrine of sacrifice where faith and courage dwell."

HER PRAYER

Dear God, I pray not for myself
I pray for him, my absent son.
Do what Thou wilt to me, O Lord,
And I shall say: "Thy will be done."

But smooth the way of life for him; Give health and strength and honor, too. I would not have one single hair Of his head harmed, if I but knew.

A little child I kept him, Lord; Watched over him by night and day; And now the task is yours, dear Lord, Now that my son is far away.

And if, in vast creation's plan,
Atonement one of us must make,
Give me the task vicarious
And let me suffer for his sake.
—MOTHER.

STAR HEEL PLATES

There are no Heel Plates as good as the Star Heel Plates. Supply the INCREASING DEMAND FOR HEEL PLATES WITH STAR—The Pioneer of All Brands

STAR HEEL PLATES

Sell and Sell and Sell Because

They Are the Best



STAR HEEL PLATES

Are Made in Six Sizes

Nos. 0 to 6

Order Today Sure

COBBLER OUTFITS and LASTS and STANDS

We Make
40
Different
Kinds



We want some of the jobbers who have not handled our well-known line to get in touch with us immediately with request to send catalog No. 15 and price list, showing the best and most complete line of heel plates, cobbler outfits and lasts and stands manufactured.



Star Heel Plate Co. (LOUIS SACKS) 357-391 Wilson Ave., Newark, N. J.

Pacific Coast Representatives...J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal., and Utah and Idaho...E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.



With Royal on the program

-you'll approve the performance

Judge Royal Cotton Waste by the work it does to the handful, by the labor it saves to the bale, by the cost it lops off to the year.

What other wiping waste is so soft, so absorbent, so genuinely clean? What other waste is so neatly baled with clean, light burlap and new steel bands?

What other waste is guaranteed for uniform quality, 6 per cent "tare" (wrappings) and even weight?

Standardized—that's all!

Six White Grades: Baron, Count, Czar, Duke, Earl, Emperor Six Colored Grades: King, Marquis, Mikado, Prince, Rajah, Sultan.

Look in the book, "Producing the Fittest in Waste"—yours for a letterhead demand.

Get the Royal Sampling Catalogue—or samples of Royal Wool Waste—from your jobber or us.

Don't overlook the effective Royal campaign in the big magazines.





ROYAL MANUFACTURING CO

General Sales Offices and Plant RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street Chicago Office—Peoples Gas Bldg. Pittsburgh Office—Oliver Bldg. St. Louis Office—Pontiac Bldg. Boston Office—Rice Bldg. San Francisco Office—Wells Fargo Bldg.



NEW PRESIDENT BOSTON WOVEN HOSE AND RUBBER CO.

At the annual meeting of the Boston Woven Hose & Rubber Company, held at the executive offices at Cambridge, Mass., on Monday, October 7th, Mr. George E. Hall, formerly vice-president and general manager of the company, was unanimously elected president and general manager, succeeding Mr. Henry B. Sprague, treasurer, who served as president during a portion of the year, pending the annual election. Mr. Sprague continues as treasurer and assumes the additional duties of vice-president.

Mr. Hall has been associated with the Boston Woven Hose & Rubber Company for eleven years, taking charge as general manager in July, 1907, at which time the company's annual volume of business averaged only about \$2,000,000 and its plant at East Cambridge, Mass., comprised only three comparatively small buildings.

The fiscal year just completed on September 1st has been the largest in the company's history—the sales totaling well over \$10,000,000—and the plant, now entirely composed of modern reinforced concrete buildings, includes a total of more than 20 acres of floor space, being recognized as one of the largest and best equipped, if not indeed the very largest plant in the world devoted exclusively to the manufacture of mechanical rubber goods.

Mr. Hall's election to the presidency comes as a fitting tribute to the irrepressible energy and enthusiasm with which he has led his organization in the upbuilding of a business which may easily rank as one of New England's leading industries.

GERMAN HONOR IN BUSINESS

Definite proof of the fact that German ideals of business are far from being honest or fair or commendable is given in the report of the National Credit Men's Association on the conduct of the fire insurance companies following the great fire in San Francisco, which destroyed property carrying the immense sum of \$225,000,000 of insurance.

Among the companies involved were twenty-one English and thirteen German agencies. Insurance companies are allowed a two per cent discount for prompt payment. All the companies that paid their losses in full, asking only the customary two per cent discount, are given the highest rating and commendation in the credit men's report.

Of the British agencies that carried insurance in the city, fourteen are named in this roll of honor; two of them did not even ask the usual discount. Of the remaining companies, five paid up to the limit of their resources, and only three came in for criticism by the credit men. In no case was settlement made for less than fifty per cent of the policy.

Of the thirteen German companies doing business in the city, only two appear upon the roll of honor. Three of the largest and wealthiest absolutely repudiated their obligations and did not pay a cent. The remaining eight paid only what they were forced to.

The report is an illuminating comment, says The Popular Magazine editorially, upon the national characteristics of the two peoples. And inasmuch as it was issued in 1907—a long time before the war—its findings can in no way be charged to prejudice. The Englishman as a rule carries over into his business the sportsmanlike principles for which he is so justly famed in the world of games. German business firms, like German diplomats, show a tendency to regard a contract—when it becomes unprofitable to themselves—as a scrap of paper.

And the German, no less than the Englishman, carries over into his business his conceptions of honesty and honor. The trail of immoral Prussianism is easily traced by the slime it leaves across the whole industrial, commercial, financial, social and ethical life of the German people.

That trail must end with the people it has defiled. It must end now and give the world a chance to purge itself and to become once more decent and wholesome.

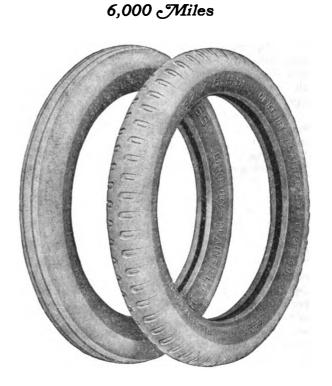
Moving water only is pure. The Well that is not fed by springs is a breeding place for disease. To be something, move, act, do something. Oblivion with her smother-blanket waits for the man who has nothing to say and says it faultlessly.

Century-Plainfield TIRES Century-Plainfield

Highest quality rubber plus highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are merit tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

Be a Century-Plainfield User Be a Century-Plainfield Dealer

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DESTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.

J. B. WOOD TIRE CO. 927 SO. HILL ST., LOS ANGELES

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse

430 Golden Gate Avenue SAN FRANCISCO



"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.

THE SILENT SALESMAN

(By John Dillon, Advertising Manager Pasadena Hardware Co.)

In fifteen years experience as an advertising man, I have encountered some of the most peculiar arguments against advertising, and strange to say, most of them are laughable, many ridiculous, others sincere but without foundation. When a man says that advertising does not pay, that he never derived any benefits from an advertisement, that it is money thrown away—I usually find the man a failure as a business man, prejudiced for a reason unknown to himself, or anybody else, profoundly ignorant, or lastly he has enough of this world's goods that he doesn't need any more.

This thing about advertising don't pay, or spending too much money advertising, reminds me of the story of the little Georgia darkey. Sad to say, the little chap had "gone West." His passing caused much talk among the colored folks. The cause was unknown to them—all but one, and he knew, at least he said he knew. "Why." said he, "the po chile died frum eatin' too much watah-million." Another looked his doubts and grunted scornfully, "Huh, dar ain't no sich thing as too much watah million." "Wel. den." remarked the first, "dar wasn't enuff boy."

There simply isn't enough man. You must remember that there are more business men advertising than there are that are not. There are more failures among those that don't advertise than those that do. Just remember that over one billion dollars were expended for advertising last year. Strange, isn't it, if advertising does not pay—that there are so many fools?

Clean Business Must Be Back of Advertising

To make advertising pay, to make it successful, you must back it with a clean business, with the goods the people want, and you must have confidence in what you are doing. You know, if you think you are sick or going to be taken sick—sick you will be, that's all there is to it. A strong, healthy business does not thrive on thoughts of "the ship going upon the rocks."

Successful advertising has a successful advertising man at the helm—one that knows his business, and THE business. The advertising man must be in the business organization, not outside of it. He must know at all times what is going on. There must be pulling and pushing together—and if there is one in the organization that does not work in harmony, have him step aside, the quicker the better.

Much advertising is spoiled and its effectiveness is lost because there is too much emphasis on what the advertiser thinks of his product, cute phrases, pet hobbies, trade slogans and the like—when you want an advertisement that tells the customer's side of the question.

A customer is interested in what service he is going to get out of what he buys—not how honest or how old the firm is. There must be bullets, powder and smoke in your advertising—but see that it is not ALL smoke. And beware of the camouflage.

If your arguments are human, and they ought to be—it is easy to attract the human mind. Appeal to the reason, to the sense, to intuition, to the imagination, to the emotions. All advertising that gets results has been defined as human appeal advertising. The ad which lacks human interest is minus the inducement to buy.

Results Develop Quicker if You Suggest

Appeal to the emotion and imagination by putting life into plain, dry facts. Do not get too dramatic—there is clearness of language in simplicity. Do not get the idea that advertising is simply the preparation of the copy. Some do. It takes an understanding of the business, conditions of the market, the stock and the desires of the trade.

Do not get the habit of advertising things that the people do not want—nor do they need. You start a feeling of lack of confidence by this.

Use cuts in your advertising—they help to give a vivid stimulus to the imagination—and remember you are appealing to the imagination to get action. People see pictures before they do words—and read them quicker. They grasp the picture language at once. If merchants would spend some of the advertising appropriation on cuts they would find it a paying investment. Illustrations are educational and they help one to see and come to a conclusion more easily. That is why national advertisers spend so much money on art work—and you can name many of them that use but few words in their space.

There are so many "don'ts" about advertising that an advertising man is skeptical about using them—so the best thing to do is to "do" everything according to judgment. Just a word about originality. It is fine to have original ideas—but there is such a thing as being too original, so much so that one can't be followed. Grasp your ideas wherever you can get them—if they are good ones. Just remember that practically everything we have and do has been copied in whole, or in part, from somewhere. People with ideas, added to them and made them bigger and better.

Even Mark Twain got beyond the point of being purely original. Mark went back so far into ancient history that most of us couldn't follow him—but nevertheless you'll find Greek mythology in his writings—and very plainly in his "Frog Story."

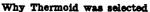


COLUMBIA

TORBENSEN AXLE

Where Thermoid is used

Notice the varied types of cars in which Thermoid is used. High priced heavy cars where service-not cost-is the prime consideration. Lower priced popular cars whose makers are willing to pay a little extra for brake lining that gives the maximum safety. It is also used on the leading axles. The engineers designing these axles are particularly well qualified to weigh the merits of brake lining.



There are three reasons why Thermoid has been selected by this critical body of competent judges.

1—Over 40% more material and 60% more labor are used in Thermoid than in any woven brake lining. This gives longer wear.

2-Thermoid Brake Lining is Grapualized, an exclusive process which resists moisture, oil and gasoline.

3-Thermoid is hvdraulic compressed. It wears down slowly and can be used until it is cardboard thin.

Thermoid is recommended by these engineers for use on new cars, because it gives

dependable service and helps to build good will for their products. It should be recommended by you for relining jobs, because it will help to build good will for you. Write today for inforfor you. mation.

Every foot of Thermoid is protected by our guarantee. Thermoid will make goodor WE WILL.

Thermoid Brake Inspection Chart

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40		••	**	148	•
50	11 2,		••	23	••

Will your car do this?

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

Factory Branches New York Chicago San Francisco Detroit Los Angeles Philadelphia Pittsburgh Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited Montreal

Branches in all principal Canadian cities



dilitina



EMPIRE



mermon GRAPNALIZED

Makers of "Thermoid Crolide Compound Casings" and "Thermoid Hardy Universal Joints"

For your own good sake, do not let loose and pick up everything in sight. Do not rush out and copy everything you see. One little idea from this source—and the workings of your own fertile brain will make a hit. You do not have to adopt other's ideas for success-but there may be an incentive to you to do something greater.

First, last, and all the time, in your adver-

tising—PRODUCE RESULTS.

H.J. THOMAS SEVERS CONNECTION WITH GEORGE TRITCH HARDWARE CO.

The Rocky Mountain News, of Denver, recently published an item with reference to Mr. H. J. Thomas having severed his connection with the George Tritch Hardware Co., Denver, with which institution he has been connected thirty-five years—in fact his only "job."

Mr. Thomas started with the company as an office boy, and at the time of the closing of his interests, was

secretary and treasurer of the company.

He had the reputation of being a splendid credit man and financier, and has served the Wholesale and Retail Credit Men's Association as president.

He had a wide acquaintance with the trade and, having been so actively connected for such a long time, felt he was entitled to a good vacation.

He has not yet decided in what line he will be active, but will probably spend the coming winter in Colifornia. California.

"STOCK LIST" OF EMPLOYES IN FRANCE

With characteristic thoughtfulness, the Union Hardware & Metal Co. conceived the idea of publishing a booklet of fifty or more pages of what they term a "Stock List."

This consists entirely of greetings and best wishes, encouragement, enthusiasm for the True Temper Liberty Boys, their former employes, who are now serving

their country in France or various army encampments. R. E. Pearson, one of the resourceful traveling salesmen, conceived the idea of putting these letters in booklet form in a similar manner as they use in

their monthly stock list.

Every employe wrote a letter of greeting and encouragement to the boys. This is a novel idea, and, needless to say, appreciated by their former employes who are now doing their part in serving their country.

The Priest River Hardware Co., Priest River, Idaho, was recently burglarized of a quantity of firearms, ammunition and cutlery.

J. K. MacPherson, Manhattan Beach, Cal., is devoting his entire time now to his hardware business. was formerly connected with the Standard Oil Co.

The McLin Hardware Co., Astoria, Oregon, are handling a line of auto accessories in addition to their hardware line and report a very satisfactory season's trade.

Ness & Wagner have taken over the hardware and furniture business of J. S. Werlich & Son, formerly of CleElum, Wash., but have established themselves at Wapato, Wash. They are planning to add to their stock.

J. F. McRae, formerly manager of the Cash Hardware Co., Walla Walla, Washington, recently disposed of his business to the Whitchouse-Drumheller Co., this city, and is taking the training for Y. M. C. A. service in France.



PASSING OF H. F. BLANCHARD, SALES MANAGER THERMOID RUBBER CO.

It is with sincere regret that we learn of the death of H. F. Blanchard, sales manager of the Thermoid Rubber Co., which occurred recently.

He was taken with influenza and pneumonia developed very soon thereafter. He passed

away after a few days illness.

A sad feature in connection with Mr. Blanchard's passing was that Mrs. Blanchard was also a victim of the same disease, passing away two or three days later.

In an article recently published with reference to Mr. Blanchard we told the story of his success and how he had won his promotion upon

his merits.

He was a young man of splendid business ability and attainment, whole-souled, making friends wherever he went.

He had an experience he was able to turn to good account, as general sales and advertising manager of the Thermoid Rubber Co. He was actuated by the same ideals and principles that is characteristic of this well-known institution.

AS A MAN THINKETH

The thinker may be radical, progressive, conservative—that does not so much matter. There is always hope for a man who thinks, for he will develop a philosophy of life which He is hospitable to will set up standards. truth; he recognizes his place in the world; he knows that nothing is fortuitous; he respects and observes the law, as he sees it; he changes because he sees all else change. The speed of his adaptation conforms to the needs of his life and his problems, but he changes because he recognizes the necessity for keeping in touch with life as it really is.



Endorsed`and sold by the following Jobbers

Amarillo, Texas. Amarillo Hardware Co.
Austin, Texas. .. W. H. Richardson & Co.
Binghamton, N.Y.C. L. & C. R. Heath
Boston, Mass. ... S. Eugene Proctor Co.
Boston, Mass. ... Butts & Ordway Co.
Buffalo, N. Y. .. James G. Barclay
Calgary, Alberta. Motor Car Supply Co.
Dallas, Texas. .. Southwest Tire Co.
David City, Neb. Kopac Brothers
Denver, Colorado. Foster Auto Supply Co.
Edmonton, Alb'ts Motor Car Supply Co.
Edmonton, Alb'ts Motor Car Supply Co.
Evansville, Ind. Boetticher & Kellogg
Elmira, N. Y. .. Turner Electric Company
El Paso, Texas .. Borderland Auto Supply Co.
Fargo, N. Dak. Marshall Oil Company
Fort Wayne, Ind. Lomont & Co.
Fort Worth, Tex. Texas Auto Supply Co.
Gainesville, Ga. . Pruitt-Barrett Hdw. Co.
Jackson, Miss. .. T. McClelland Hardware Co.
Los Angeles, Cal. Harper & Reynolds
Lincoln, Neb. .. Marshall Oil Company
Kansas City, Mo. Marshall Oil Company
Marshalltown, Ia Marshall Oil Company
Marshalltown, Ia Marshall Oil Company
Memphis, Tenn .. Ozborn Auto Supply Co.

Minneapolis, Minn.Marshall Oil Company Natches, Miss...Geisenburger & Freidler New York Oity...Masback Hardware Co. Portland, Ore....R. M. Wade & Co. Phoenix, Ariz...Arizona Hardware & Supply Co.

ply Co.

Rochester, N. Y. Rochester Auto Supply Co.
San Antonio, Tex. Woodward Carriage Co.
San Francisco, Cal.Baker Hamilton Pacific Co.
Sacramento, Cal. James S. Remick Co.
Seattle, Wash... Seattle Hardware Co.
Sherman, Texas... Roberts, Sanford & Taylor
Spokane, Wash... R. M. Wade & Co.
Stockton, Cal... James S. Remick Co.
Syracuse, N. Y. Burhans & Black
Thomasville, Ga. Cooper Auto Supply Co.
Toledo, Ohio... Peter, Sattler & Co.
Toronto, Ont... A. R. Williams Mach. Co.
Utica, N. Y. Horrocks, Ibbotson & Co.
Vancouver, B. C. Wood, Vallance & Leggat
Waco, Texas... McLendon Hardware Co.
Washington, D. C. Addison Smith Co.
Vicksburg, Miss. O'Neill & McNamara Hardware Co.

Winnipeg, Man...Great West Saddlery Co.

TUNGSTEN MFG. CO., Marshalltown, Iowa

Nimble Stocks—the Profit Makers

Relationship of Turn - over to Lower Selling Costs and Greater Profits, or More Evidence
That the Agile Dime Beats the Sluggish Dollar.

SUCCESSFUL merchants realize that the surest way to get substantial net profits is to develop a rapid turn-over. Annual net profits do not depend so much on the margins taken on the goods at any one time, as on the number of times that the profit is made during the year.

The rapidity of turn-over largely accounts for the varying costs of doing business in different kinds of stores.

A retail grocer has about the lowest cost of doing business, because he has the most rapid turn-over; the retail jeweler has about the highest cost of doing business because his rate of turn-over is so slow. The store with a high cost of doing business has to take out a wide margin not only to cover the high operating cost, but also to yield a sufficient profit on capital in spite of a slow turn-over.

So much for the relation of turn-overs to the business of a store as a whole. The thing that is not generally realized is that the rate of turn-over on individual articles affects the costs of selling these articles and the profits made thereon.

We speak of the cost of doing business of a store as, say, 20 per cent on the sales. There seems to be a common impression that this 20 per cent applies to the individual articles sold in a store; whereas, as a matter of fact, it is really only the average cost of doing business for the many different articles handled.

Not realizing that this 20 per cent average for doing business applies to the business as a whole, and that the cost of doing business varies for different articles, merchants commonly figure that articles sold on gross margins less than 20 per cent are sold at a loss; and that articles sold at wide margins, larger than the 20 per cent, are sold at a profit. The narrow margin goods are often looked on as necessary evils. It is commonly thought that profits made on wide margin goods made up for the losses on narrow margin goods.

Remember This

When the true relation of turn-over to costs and profits is understood, it is often found that goods sold at very wide margins, or big profits, may actually be sold at a loss; and goods sold at narrow margins, less than the cost of doing business for the store as a whole, may be good profit-makers.

How does the rate of turn-over on individual article affect the cost of selling these different articles? The answer to this question lies in the fact that some items of selling expense depend primarily on the stock of an article usually carried; whereas, other items of selling expense depend principally upon the volume of sales of the individual articles. Such items as rent, light, heat, depreciation, and interest on capital, depend primarily on the amount of stock carried at any one time. Salesmen's salaries, service expense, and losses from bad debts, depend primarily upon the volume of sales.

Selling Expenses Are Commonly Figured on Sales

Items of expense, which depend primarily on stock carried, are largely affected by the rate of turn-over. Items of expense, which depend primarily on volume of sales, are affected very little by rate of turn-over.

To illustrate this principle, suppose a merchant carries \$100 worth each of two articles. but the sales on the one are \$400 (with four turn-overs), and the sales on the other are only \$100 (or one turn-over). Suppose that each of these articles takes up the same amount of space in the store, and that the rent charged to each is \$5.00 a year. But when reckoned on sales, \$5.00 is 5 per cent of the sales on the second article; whereas, it is only 1½ per cent of the sales on the article turned four times. In other words, when figured as a percentage of sales, the rental cost on the article with four-stock turns is only one-fourth of the rental cost of the article with one stock turn.

The cost of selling individual articles does not depend entirely on the rate of turn-over; it depends largely on the amount of salesman's time involved in making sales; or in some cases, upon the quality of salesmanship required to make sales.

It does not require as much time to sell tires as it does to sell automobiles. It does not require such an expensive type of sales person probably to sell accessories as it does to sell automobiles. If a salesman sold nothing but tires or accessories, his salary might amount to only 3 or 4 per cent of his sales. If a salesman spent all his time in selling a high priced automobile, his salary might amount to 8 or 10 per cent of his sales.

In other words, the costs of selling individual articles vary, and this variation is due, first, to rapidity of turn-over and, second, to amount and quality of salesmanship necessary to make sales. With this truth established, it must be evident to the reader that an article may carry a gross margin smaller than the cost of doing business for the store as a whole and yet yield a net profit; and that an article may be priced very high with a margin in excess of the cost of doing business, and yet yield no profit at all.



Buy War Savings Stamps and Liberty Loan Bonds

A Natural Question

The question naturally arises as to how a merchant is to determine whether he is making a profit or a loss on an individual article. Unfortunately, it is impossible to determine this exactly because there are so many expenses that it is impossible to assign to individual articles with any degree of accuracy. How much rent are you going to charge to a line of accessories, say, occupying a certain number of feet of space on a shelf in the front of a store as compared with a barrel of oil, which is kept in the back of the store? Determination of selling costs of individual articles involves just such allocation of expense.

When a business is large enough, an approach can be made to determining individual selling costs by departmentizing the business, and figuring selling costs for the different departments. Even this often involves many violent and arbitrary assumptions, but it is done successfully by department stores, mail order houses, and to a certain extent by wholesale dealers. Such departmentization of selling expenses, however, does not completely solve the problem, because selling costs of individual articles vary within a single department.

It might be possible to determine the amount of salesman's salary applicable to each article by making stop-watch studies of salesman's efforts, but this would be a difficult and complicated process, and it is doubtful if the results

would be of great value.

Lessons to be drawn from this discussion are: First, that dealers often make a mistake by figuring they are selling small margin articles at a loss; and, second, that it is often a waste of time and money to encourage salesmen to push long-margin goods rather than to let them get a rapid turn-over on fast moving goods. Competition among merchants automatically works out the margins that individual goods can stand.

By applying the principles enumerated above, a merchant can at least estimate as to the selling cost on individual articles, and by bending his efforts to increase the rapidity of turn-over, and by reaching a happy adjustment in the use of the salesman's time in the selling of different classes of goods, he will get satisfactory results.

It also follows from this discussion, that all attempt to equalize margins on different goods are unscientific, and do not result in a proper adjustment of margins to selling costs.

One must also beware of profit and margin tables that have been issued during recent years, and which are supposed to tell you what margin to allow when your cost of doing business is a certain percentage of sales. These tables do not take into account that selling costs vary for different individual articles, especially is this so today.

TEACH "IMPORTANCE OF PROPER CARE OF CARS"

Every month added to the life of an automobile means dollars and cents to the owner in these days when every car owner realizes that when his present car is gone, he may not be able to get another. With the scarcity in new cars, used cars have gone way up in price and car owners are holding on for a still better price. Hence, every month that the old car holds out adds dollars to its value.

The most vulnerable parts in a car are the gears and bearings. They receive the hardest usage and are frequently the most neglected. But it is not necessary for the car owner to be a mechanic to keep his bearings in order. If he knows how to keep them lubricated, he knows all that is necessary. He can take his car to the garage occasionally for a more thorough inspection.

Almost any motor mechanic will advise the use of flake graphite lubricants for gears and bearings especially suited to the various parts. Only select flake graphite, obtained from the company's own mines, is used. Perfect lubrication is assured by the use of these lubricants, because of the permanent, heat-resisting and absolutely frictionless nature of the graphite.

THAT AUTO

He owned a handsome touring car, To ride in it was heaven; He ran across a piece of glass, Bill—\$14.97.

He took his friends out for a ride, 'Twas good to be alive; The carburetor sprang a leak, Bill—\$40.65.

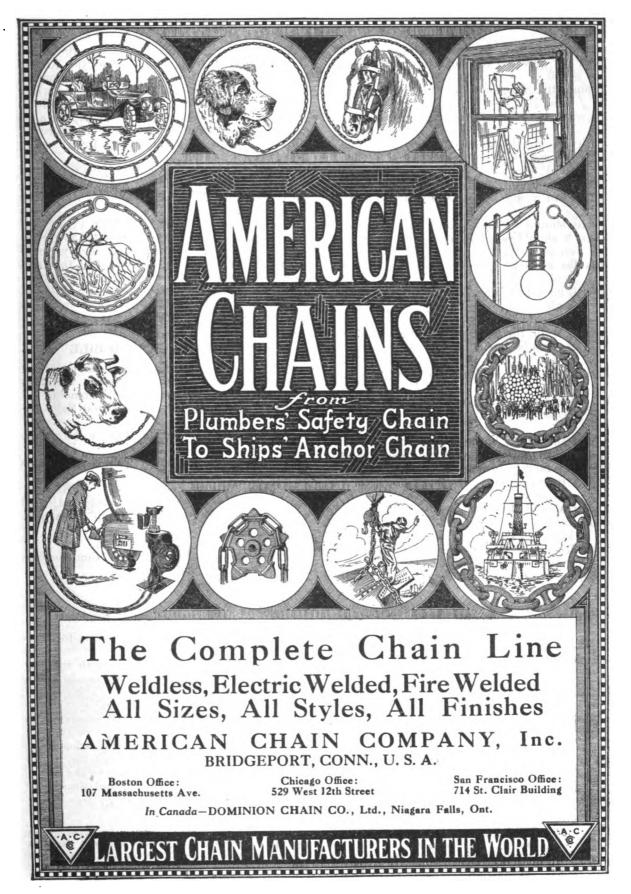
He started on a little tour,
The finest sort of fun;
He stopped too quick and stripped his gears,
Bill—\$90.61.

He took his wife down town to shop— To save carfare was great— He jammed into a hitching post, Bill—\$278.

He cranked the car one early morn, He ne'er had felt so fine; The handle hit him in the teeth, Bill—\$329.

He spent all of the coin he had,
And then in anguish cried:
"I'll put a mortgage on the house,
And take just one more ride."

The Biggs-Kurtz Hardware Co. have succeeded the Ross Hardware & Supply Co., Grand Junction, Colorado.



WHY!

O, why should the business of winter be dull? There's a question for dealers and jobbers to mull.

Through the hot months of summer the orders come fine,

But when it gets cooler they hit the decline.

O, why should the business of winter be punk? There's a reason, of course, but it's mostly all bunk.

If the folks would get busy in store and garage The reason would fade like the merest mirage.

O, why should the business of winter be dead? When it should be alive and quite healthy instead?

Does the motorist quit when the weather gets

And go back to the horse or recalcitrant mule? mule?

O, why should the business of winter run down? With the roads getting better in country and town.

With a million more motorists now than there were.

With the needs of repairs that are bound to occur.

O, why should the business of winter be bad? And why should the jobber and dealer be sad? Well, it's largely because they expect it to be, And it meets expectations right down to a T.

O, why should the business of winter be slow? Well, to tell the truth, I'll be damned if I know.

But I'll give you my word, if we all boost to-

Good business will not hang on season, nor weather.

F. P. Goldsby & Co. have engaged in business at Clayton, Kansas.

R. W. Christie, Muskegon, Michigan, is planning to add to his stock of household specialties.

The Alleman Hardware Co., Mitchellville, Iowa, have purchased the W. W. Wheeler Hardware stock.

Wiley-Beck Co., Springfield, Iowa, have purchased the auto accessory and household stock of J. N. Worrall.

The William R. Gemmill Hardware Co., Pennville, Indiana, are planning to add to their stock of sporting goods.

Hackley & Miller have taken over the stock of hardware, auto accessories and house furnishings of T. C. Leeper, Brighton, Colorado.

Coffman & Dunne are successors to the Frank Price Mercantile Co., Mount Pleasant, Iowa, and are adding to their line of auto accessories and sporting goods.

PASSING OF C. A. KNAPP

The trade will be sorry to learn of the death of Charles A. Knapp, president of the Knapp & Spencer Co., Sioux City, Iowa, and former president of the National Hardware Association.

His death occurred at his home in Sioux City, Iowa, November 1st. Mr. Knapp was a native of Wisconsin, and engaged in the retail hardware business at Norwood, Iowa, many

From that beginning the business grew and developed into one of the best-known hardware houses west of the Mississippi River, the Knapp-Spencer Co.

Mr. Knapp was a man of high ideals and principles, and had served his city and community well, being identified with every movement that made for the betterment of the community and the welfare of society generally.

He is survived by a widow and two children. a sister and brother. He has left an influence

that will not soon be forgotten.

"THE HUMAN AUTOMOBILE"

"All rules of success overlook the most essential element — Getting started, therefore use a self-starter on your human automobile.

"Use the brakes of patience and Self-Con-

trol.

"Put large quantities of Hope in the grease

cups.
"Use the perseverance brand of gasoline as

"Have the timer properly set—Early

"Have the carburetor properly adjusted admitting a mixture of equal parts of earnestness and will power.

"Use the primer of enthusiasm.

"Best results can be had by using the four cylinders of knowledge:

"The knowledge of self.

"The knowledge of company.

"The knowledge of your goods."The knowledge of men.

"Advance the sparker of ambition for more

"Open wide the throttle of faith in yourself, your company and your calling—to secure more power.

"Polish with powder of Courtesy.

"Use stick-to-it tires on non-discouragement

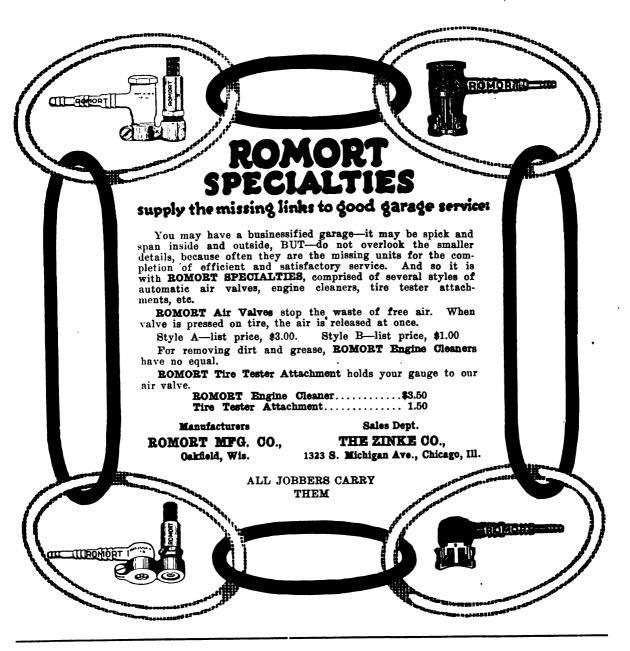
"Use the Golden Rule steering wheel.

"Put on Search-lights of character.

"With the foregoing equipment the human automobile will take every hill of disappointment and discouragement on high gear.

The Glasgow Hardware Co. have engaged in business at Baxter Springs, Kansas, and will carry full lines of hardware, house furnishing and automobile accessories.









EFFECT OF CLOTHES ON MAN

War is no dress parade, yet General Pershing wants army uniforms cut with more style, writes Leigh Mitchell Hodges in the Dupont's Magazine.

Not for the effect on the foe of a well-tailored force charging in defense of freedom, but for the mental rebound on the wearer of garments that fit, look and feel as if made outside a foundry!

Pershing knows a little more dash-and-go in the khaki will add to the pep, pride and personal assurance of the man inside. And these are the making of morale, which mothers victory.

Clothes don't make the man any more than a frame makes a picture, or paint a home. But unframed pictures are little favored and frowsy homes don't react profitably on folks who live in or near them.

There is such a thing as clothes-power; hence trim appearance is an essential part of every recipe for self-respect.

Once in a thousand times Nature evolves an individual who is not visibly affected by his outer drapery, but the average 999 respond to suitable wearing apparel like a wilting plant to water.

"Drowsiness shall clothe a man with rags," saith the Book. By the same sign rags oft clothe one with drowsiness. Fit attire breeds enthusiasm and energy.

The mental effect of clothes must be large, else captains of armies and industries wouldn't lay stress on their own raiment and that of the regiments under them.

It is large—so large that ambition and ability nearly always take advantage of it. And since the human eye has no X-ray power, what a man wears must serve as a basis for the initial estimate of his personal worth on part of others.

A clean collar has proved a talisman for many a job hunter. Many a man is discharged by his own disarray. Napoleon punished tarnished buttons more promptly than misdeeds.

For carelessness in so easily regulated a matter as clothes spells lack of care in things that count for more. The same is true of personal surroundings in general.

Those who live messily are apt to make messes of what they attempt. "Order is heaven's first law," and earth experience has taught millions that disorder is disastrous to health, efficiency and happiness.

So when nations seek to plant or defend ideals, they make order the soul of their military effort and demand that their fighters shall be neat and natty.

If this be vital to success at arms, how much more so to success in peace lines, where skill and character are the only available big guns and a man's "flag" is his personal appearance!

WHAT IS GRAPHITE!

The other day we were asked this question, and believing that readers of this publication would be interested in the answer, we are repeating it in detail.

Graphite is one of the three forms in which carbon exists, the three forms being as follows:

First—Substances represented in a general way by coke, lampblack, charcoal, carbon from gas retorts and substances of this type, none of which has the specific gravity above 2.15. They have no unctious qualities and all are amorphous; that is, have no crystaline structure.

Second—The second form is technically called graphite (or graphitic carbon). It is also commercially known as plumbago or blacklead and is that form having a specific gravity of approximately 2.25. Its peculiar and distinguishing characteristics is that of unctiousness: that is, its extreme smoothness and softness to the touch. This substance is also peculiar in that it exists in both the crystaline and amorphous conditions. The material is either natural or artificial, the artificial form always There is some question as being amorphous. to whether the so-called amorphous forms of natural graphite are really such or whether they have been changed from an earlier crystalline form, but they are practically amorphous for the reason that under any milling operation or pressure they invaribly break down to a very fine condition, having no appearance of crystallization graphite, on rubbing, produces a high polish, black or dark gray color.

Third—The third form is the diamond, a transparent crystal of very great hardness, having a specific gravity of about 3.45. It is as different in its physical properties from graphite as two substances can possible be.

All forms of carbon are practically insoluable in all chemicals, but are consumed in the presence of oxygen at high temperatures.

The Elmer Helme Co., 245 and 247 East Fourth Street, Long Beach, Cal., have purchased the Fourth Street Garage, Machinery, Tires and Accessories. They will be glad to receive the price lists and discounts from manufacturers and dealers in their line of goods.

Miner & Curtis have purchased the hardware stock of O. C. Miner, of Greene, Iowa.

The Van Hook Hardware Co. are succeeded by Rolla. Van Hook & Son, Cythiana, Kentucky.

W. T. Hines & Son have sold their hardware business at Easton, Kansas, to W. M. Feburly.

D. W. Carlson has purchased the hardware and implement stock of W. H. Phinney, Olivet, Kansas.

Moreau, Aldrich & Co., are the successors to the business of C. L. Aldrich, Augusta, Michigan. They handle full lines of hardware and auto accessories.

ROSE TIRE

PUMPS

ARE

universally acknowledged as quality tire pumps. OVER



cial hose. 5-ply. 9-16 in. outside. 8-16 in. inside. Every hose tested before attached to the pump.

Patented valve, permitting the air to pass to the barrel of the pump without forcing the cupped leather from the walls of the cylinder.

1,000,000 Rose Tire Pumps in Use and Over

1,000,000 satisfied users. Quality material and extra care in manufacture is the reason.



is tested three times before leaving the factory to detect any imperfection.

LAST. BUT NOT LEAST.

Every Rose Pump is guaranteed to give satisfaction and will be replaced by the manufacturer if it fails to do so.

J. H. HANEY

Dept. C

Hastings, Nebraska

Manufacturer of Rose Pumps, Rose Grease Guns, Fan Belts, Clutch Leathers.



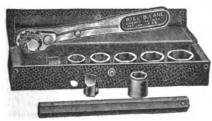
Special steel barrel pol-ished inside. 13 gauge seamless. 11/2 in. and 11/2 in. inside meas-



tion turned from solid stock.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



No experiment—No imitation. No stamped parts—No castings. All parts machine-made from highgrade steel and case-hardened.

The Ford Set Contains:

handle 7 in. in length.
Screw-driver bits.
Extension bar 7 in. in length.
ix sockets to fit all nuts and bolt heads en Ferd ear,
including the cylinder head.



Handles drop-forged. Manufactured and sold for past 10 years on merit.

Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

Handle 7 in. in length.
 Screw-driver bits.
 Sockets to fit semi-finished hexagon nuts as fellows:
 U. S. Standard Nuts from ¼ to ¼ in.
 A. L. A. M. Standard from 5-16 in. to 11-16 in.
 Cap serew heads from 5-16 to ½ in.

Manufactured ... only by

180 NORTH DEARBORN

CHICAGO, U. S. A.

MAKING EXCLUSIVE CONTRACTS FOR THE SALE OF GOODS

(Copyright by Elton J. Buckley)

Here is an interesting communication regarding the legality of limited sales contracts:

I beg to hand you inclosed herewith all papers relative to an order for —, the exclusive sale of which I accepted for my city and placed an order for the same through a Dallas (Texas) jobber, who also has the exclusive sale of this article for the state of Texas. At least when I placed the order with the factory salesman, who was in company with a salesman for the jobber, I was told by the factory salesman that the jobber had the exclusive account for

Attached to the inclosed papers is a letter from the jobber, which, in a way, declines to acknowledge the exclusive sale contract. They are honorable jobbers; I have had quite a lot of dealings with them and

know they are very conscientious.

Now, the question that is interesting me is, can I legally make a contract that will absolutely protect me in the sale of a line of goods like this one? If I go ahead and faithfully comply with my agreement to the letter, can I collect damages from the concern making the contract with me when other merchants are allowed to get the goods either direct or through jobbers?

I base my conclusion that such contracts are legal on the fact that I am at the present time, and have been for many years, handling the exclusive selling agency for three lines of goods in my store, and although several attempts have been made by both jobbers and retailers here to bring prosecutions against the concerns with whom I have contracted for these exclusive sale lines, nothing has ever been done by legal proceedings that has interfered with me in the handling of these goods.

Quite a little while ago I handed to the manager of one of our local jobbing concerns an article that appeared in one of our trade journals of a sister state showing a Supreme Court decision that where a jobber had refused to sell to a merchant other than the one with whom he has placed his line in an exclusive way, and the case was decided in favor of the defendant, the court saying that any firm or corporation owning goods or other things of value, had a perfect right to sell the same to any one to whom they pleased, or they could refuse to sell to any one if they wished to do so.

When the jobber refused to regard the exclusive sale order, I wrote him protesting, and have a reply stating "we would carry out the arrangement with you to the letter, except for the fact that we cannot legally enter into an exclusive sale contract under our state laws." S. V. G.

The question is: Can a manufacturer or jobber legally make a contract giving a buyer the exclusive right to sell his product in a given

territory!

The answer is: He can, if the article involved is in regular commerce, not monopolized by anybody. He can do it with coffee, or tea. or muslin, or sewing machines, or a brand of clothing or an automobile. He can do it anywhere in the United States, including Texas. though the law of that state on the subject is somewhat mixed.

The only state in the Union, so far as I know, which has a statute forbidding exclusive sales contracts is Texas, but the courts don't all seem to follow it. In one case involving the sale of a brand of beer, a Texas court held an exclusive contract void under the act which declared that "any agreement or understanding to refuse to

buy from or sell to any other person any article of merchandise, produce or commodity, is a conspiracy in restraint of trade."

But in another case in Texas, also involving the sale of a brand of beer, another court held that it was not illegal under the very same act.

No other state has such an act, so far as I have seen, and the general law on the subject is accurately expressed by the following decision in an automobile case, which holds, incidentally, that such contracts aren't even against the law of Texas:

The Cole Motor Car Co., an Indiana corporation, entered into a contract in Indiana with a citizen of Texas for distribution of its car in certain designated counties in Texas. The contract provided for invoicing to the distributor at prices fixed in advance by the company, and a commission to be paid to the distributor on each car sold. The contract also contained a clause to the effect that the distributor should have the "ex-clusive right to sell Cole motor cars" in the territory named. In a suit against the distributor for a balance due on cars delivered to him, a defense was set up that territorial restriction in the contract rendered it void as violative of the Texas anti-trust law. It held that the transaction constituted a consignment, involved interstate commerce and must be determined by the antitrust laws of the United States rather than the antitrust laws of Texas. The conclusion is reached that neither of these laws is violated. The agreement did not restrict trade. There are a multitude of other companies from whom purchasers can readily obtain motor cars, varying in little, if anything, from the perfectibility of the car made by the plaintiff company. It is common knowledge that most, if not all, of such motor companies avail themselves of similar arrangements.

It is clear, then, that A, a manufacturer in New York state, and B, a dealer in Pennsylvania, can enter into a legal contract by which B is to have the exclusive right to sell A's product in B's territory. There is not the slightest doubt about the perfect legality of such an agreement, provided no monopoly is involved. Monopoly doesn't mean a monopoly of a brand -every owner of a brand has that-it means monopoly of the entire supply of a commodity. There would be a monopoly if a manufacturer making and controlling 90 per cent of all automobiles made in this country should make exclusive sales contracts.

The Cole motor case was decided under the Clayton Anti-trust Act, the latest national law against restraint of trade. The Clayton Act provides that it shall be unlawful to sell on condition that the buyer shall not sell competitive goods, "where the effect may be to substantially lessen competition or tend to create a monopoly in any line of commerce." But in another section the Clayton Act protected exclusive sales contracts which did not restrain trade by saying, "Nothing herein contained shall prevent persons engaged in selling goods. wares or merchandise in commerce from selecting their own customers in bona fide transactions not in restraint of trade."

So much for exclusive sales contracts made between parties in different states and thus

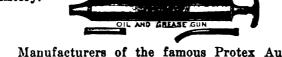


ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.

PROM ANY JOSSES IN DAYLO MATERIAL IN THE UNITED STATES AND CANADA



Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

Other Protex Products

Connecting Rod Wrenches Tire Removers Tire Gauges Double End Spark Plug Tire Holders Wrenches Piston Ring Compressors Fire Extinguishers Breather and Oil Fillers Oil and Grease Guns Triple Socket Wrenches Tire Pumps Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co. 13-15-17 N. Jefferson Street Chicago, Illinois



under Federal law. As to the status where the parties making such contracts are in the same state, I believe it is equally clear that A and B could make a legal contract if they were in the same state, though as I have said, the law in Texas is not uniform. There are many cases which say so, and practically none that say the contrary, unless there is some evidence of an intent to build up a monopoly, not of the brand as I have said, but of the general supply of something.

In other words, a man has a complete monopoly of "Silver" corn, or "Nobby" clothes, or the "Ford" automobile. He can sell whom he likes and as many or as few as he likes. Nobody can question his right to do so, where the only trade he restrains is the trade in his own brand.

TIRE RE-TREADING MACHINE IN DEMAND

The Romort Mfg. Co., Oakfield, Wisconsin, are manufacturers of what is known as the Ewald Tire Re-Treading Machine for garages, vulcanizing and tire repair shops, and the automobile world generally.

Everyone knows there are thousands of tires that are thrown away or discarded because of tire abuse, neglect and the failure to

have tires repaired.

So long as tires were plentiful and the public had plenty of money to buy them, the average user was little interested in tire conservation, but with the shortage of tires, the increasing price, such outfits are becoming more and more in demand.

A number of tire men who have installed these repair outfits state that one day's work with them will more than cover the cost of the outfit.

These are useful not only for tires, but in enabling farmers to repair their harness, machinists and manufacturers in taking care of

The price of the outfit is only \$1500 and the Romort Mfg. Co. will be glad to give full information to any of our readers upon request.

The Stewart Hardware Co., Rolla, Kansas, have disposed of their business to the Western Lumber & Hardware Co.

Mark A. Norris & Co. have purchased the stock of Scott & Linn at De Witt, Michigan.

The Morton Hardware Co. recently purchased the stock of Morton & Cavanagh, Marion, Michigan.

The writer believes that the HARDWARE WORLD is one of the best publications in the hardware line, and wants you to know he enjoys every copy that is issued.

HARDWARE MERCHANTS' SYNDICATE. W. H. Warner, Manager.

AFTER THIRTY-TWO YEARS WELL-KNOWN CHAIN COMPANY ANNOUNCES CHANGE OF NAME

In order to have its name more descriptive of the product manufactured, the Cleveland Galvanizing Works Co., general offices and works, Cleveland, Ohio, has changed its name to THE CHAIN PRODUCTS CO.

The company was founded in 1886 by H. H. Hodell, of Cleveland.

Weldless wire chain of the well-known Hodell, Bulldog and Samson pattern form a large part of its output. These are not only sold in bulk, but in all finished forms, such as halter chains, tie outs, cow ties, dog leads, etc., etc.

They are operating in all parts of the world, having representatives in practically every important center.

The company has grown to one of the most important factors in the chain industries.

Mr. F. G. Hodell is president; H. H. Hodell, vicepresident, and Mr. W. F. Schneider, secretary.

COMING CONVENTIONS

Mountain States Hardware & Implement Association Convention-Denver, Colo., January 21, 22, 23, 1919.

Indiana Retail Hardware Association Convention and Exhibition-Indianapolis, January 28, 29, 30, 31,

1919. M. L. Corey, secretary, Argos.

Missouri Retail Hardware Association Convention and Exhibition—St. Joseph, February 4, 5, 6, 1919. F. X. Becherer, secretary, 5136 North Broadway, St. Louis.

Wisconsin Retail Hardware Association Convention and Exhibition-Milwaukee, February 5, 6, 7, 1919.

P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention
and Exhibition—The Coliseum, Des Moines, February 11, 12, 13, 14, 1919. A. R. Sale, secretary, Mason City. Pennsylvania and Atlantic Seaboard Hardware As-

sociation Convention and Exhibition-Pittsburgh, February 11, 12, 13 and 14, 1919. Sharon E. Jones, secretary, Fulton Bldg., Pittsburg, Pa., after September 1.
Michigan Retail Hardware Association Convention

and Exhibition—Kalamazoo, February 11, 12, 13, 14, 1919. Arthur J. Scott, secretary, Marine City. J. Charles Ross, manager of exhibits, Kalamazoo.

North Dakota Retail Hardware Association Con-

vention-February 12, 13, 14, 1919. Place to be decided on later. C. H. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention-Chicago. February 17, 18, 19, 20, 1919. Headquarters, Hotel Sherman. Leon D. Nish, secretary, Elgin. Minnesota Retail Hardware Association Conven-

tion-St. Paul Auditorium, St. Paul, February 18, 19, 20, 21, 1919. H. O. Roberts, secretary, 1032 Metropolitan Life Building, Minneapolis.

Ohio Hardware Association Convention and Exhibition—Columbus, February 18, 19, 20, 21, 1919. James B. Carson, secretary, Dayton.

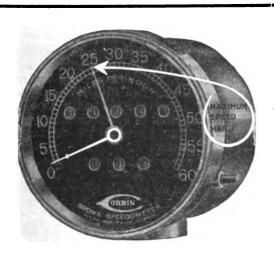
Nebraska Retail Hardware Association Convention-Omaha, February 3, 4, 5, 6, 1919. Nathan Bob-

erts, secretary, Lincoln, Secretary Lucas, of the Pacific Northwest Hardware & Implement Association, advises us that the date for the 14th annual convention at Spokane will be

January 15th, 16th and 17th.

Mountain States Hardware and Implement Association Convention and Exhibition—Brown Palace Hotel, Denver, Colo., January 21, 22, 23, 1919. W. W. McAllister, secretary, Boulder, Colo.
Oklahoma Hardware and Implement Association

Convention, Oklahoma City, December 10, 11, 12, 1918. W. B. Porch, secretary, 204 Indiana Building, Oklahoma



Not a Sale Now and Then

but a regular profitable turnover and an everincreasing clientele of highly satisfied customers when you handle the

ORBIN-BROWN SPEEDOMETER

This line of highest quality, sturdiest built, longest service speedometers embraces a model for automobiles, motor trucks, motorcycles and special models for Ford cars.

It is a line for which there is a steady demand, because the reputation of Corbin-Brown Speedometers is one built on thoroughness of construction, simplicity of design, mechanical trustworthiness and absolutely faultless mileage and speed recording under the severest driving conditions. An unerring gauge of fuel consumption, tire service, vehicle performance.

An added feature, one of big, quick sales possibilities, is the Maximum Speed Hand. This exclusive device registers the highest speed attained on individual trips. It holds this registration until it is tripped back to zero, an operation which is instantaneous. Thus, while traveling rapidly, the operator can keep his eyes on the road ahead and avoid the danger of having to frequently read the speedometer.

Catalog now ready. Send for it. Write also for our dealer terms

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia



Universal

Trade Mark Registered U. S. Pat. Off

Transmission Lining

-the live dealer's best bet.

Not alone because it gives longer service than any other cotton lining.

Not alone because it is absolutely chatterless.

Not alone because it is compactly woven like S-M-C then treated with a perfected compound which makes it slipproof, water-proof and oil-proof,

But also because our

Handy Set for Fords

\$1.25 complete

includes the three proper lengths for Ford transmission bands and all rivets required. Boxed in a package which sells as easily as a package of tacks—at a good profit.

Get our quantity prices they will interest you.

STAYBESTOS MFG. CO.



AS TO TALKING ABOUT FORMER EMPLOYES

(Copyright by Elton J. Buckley)

I read your article recently on hiring and discharging help, and decided I would ask you for advice on a question. I employed a salesman up to last August on city trade. Our salesmen do some collecting and several times I detected this man failing to turn in money collected. I never believed he was dishonest, but more shiftless than dishonest, though as he continued to hold it out after I had repeatedly told him about it, I decided that he might be crooked and let him go. When he left he owed this house about \$85, which he has been paying off in small installments since. Most of it is now paid off.

Last month he applied to a competitor of mine for

Last month he applied to a competitor of mine for a job. This firm knew he had been employed by us and one of the partners called me on the phone and asked me for my experience with Mr. ______. I told him frankly the facts, that he was a fair salesman, but that when he was with us he had held out on collections repeatedly. Accordingly, he did not get the job with this competitor. He then went to two other competitors and applied for positions, and as soon as they learend that he had worked for us, they got in touch with me and I told them the self-same story. I said that we had no objection to him if he would turn in the money he collected. Neither of these concerns employed him, because they did not like that recommendation. I have now received a letter from a lawyer telling that suit was about to be begun against this house, on behalf of this young man, saying that we had slandered him and prevented him from getting a position and making his living. We told nothing but the truth. The lawyer wants to know if we will settle out of court. Naturally we don't want any litigation, but are not conscious of any wrong. Would appreciate your advice.

R. N. Y. & BRO.

The answer to all such questions as this depends on three factors:

1. Was what was said about the employe

2. Was it said maliciously with intent to injure him?

3. Was the information given in response to a request, or volunteered?

It is the well-settled law that where an employe leaves a place with a bad record, and his former employer is asked for a recommendation by somebody to whom the employe has applied for a job, the former employer can tell the truth, even though the truth reflects upon the ex-employe, and prevents him from getting the job. The former employer can do that as many times as he is asked and even if he keeps his ex-employe out of job after job, no liability rests upon him.

This being true, it follows that in my judgment, the Dayton, Ohio, correspondent is not liable, always provided that the facts are as he states them, and that, in giving the information which kept his former salesman out of these jobs, he went no further than a simple

a labor agitator and connected with a labor

statement of the facts.

There was a case in which a railroad company prevented a man from getting a job by telling another railroad company that he was

union. Suit for damages was brought by the employe, but the court said that as there was no malice there was no liability.

If information derogatory to a salesman is given maliciously, it may render the former employer liable, even though the information is true. Here are two illustrations, one of a statement which would not make an employer liable, and the other of a statement which would make him liable. I use in both the facts cited in the above letter:

A Statement Which Would Not Make the Employer Liable

Yes, he worked for us about five years. City salesman. He was a fair salesman. We let him go last August. Why? Well, he didn't always turn over money he collected. More than once? Yes, several times. Yes, he always paid it back when we caught him—the last bill he collected and didn't turn over isn't quite paid for yet—he's paying it off in installments.

A Statement Based on the Same Facts That Would Make the Employer Liable

Yes, I know him—I wish I didn't. Sure, he worked for us up to last August. We fired him for stealing. Has he come to you for a job? Don't take him—you don't want to touch him with a ten-foot pole! He collects money and don't turn it in. Oh, time and time again! He'll do the same with you. All we caught him in he paid back, that is, all but the last; that isn't all paid back yet. I don't know how much more he got. He couldn't work for us again for nothing. Oh, he wasn't such a bad salesman, if he'd only keep straight. I don't know whether he blew it in gambling or whether he spent it on women—got a nice little wife, too.

It needs no demonstration from me to show that the obvious intent of the first statement is to supply, in order to be helpful, and upon request, information about a former employe which will be useful to the inquirer; while the obvious intent of the second statement is to keep the salesman from getting a job. There is malice in the second, but none in the first. Malice in such a case is the exhibition of a "direct purpose to injure the person who is damaged, or to benefit the interferer at the expense of the damaged person, without just, i. e., lawful cause or excuse."

It is never safe to volunteer information about a former employe, for it always looks like malice. I mean as in a case which transpired recently. A bookkeeper had suddenly left his employer, against the latter's wish. A few years before, the bookkeeper had been addicted to drink and had gotten drunk on one occasion and taken some of his employer's money, which he raised on a forged check. He was deeply ashamed and repentant after he got over it and paid the money back. It was completely forgiven and became a closed incident.

When he left to take another position the former employer got very wrothy and called the new employer up with the statement: "I thought you'd like to know what kind of a man Sam Carter is." Then he told him about the



Service

that is what the user requires of an ignition battery - not only long service but the right kind of service. High amperage is an important item of service - so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis 17 Park Place 114 S. Wells St. 1106 Pine St. 604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

<u> Motor Mercantile Company</u>

Wholesale



Exclusively

AUTOMOTIVE PARTS **EOUIPMENT** AND SUPPLIES

Distributors for

Federal Tires, Cord and Fabric Motul and Cyldene Oils, Gearese and Cupese Fafnir Bearings Motile Blowout Sleeves Zenith Carburetors Stanley Self-oiling Springs Columbia Storage Batteries Kay Bee Spotlites Edison Masda Lamps "Dri-Kure-Retreder" VulPyramid Generator and Motor Brushes Aluminite Solder Raybestos, Non-burn and Thermoid Brake Linings "Genemotor" Ford Start-ing and Lighting System Morelite and Duplex Lenses enox Hack Saw Blades "Rie-Nie" Winter Fluid Wood Chains Auto Top and Upholstery Materials

And a Complete Line of Mechanics' Tools and Garage Equipment

<u> Motor Mercantile (Jompany</u>

115-117 South West Temple Street, Salt Lake City

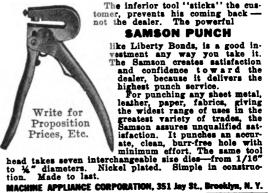
Brita Pails

Will build up your trade and in-crease your profits. They are very durable, because trade they are made in one piece under tremendous hydraulic pressure. They have a hard glasslike mahogany surface, which can be washed easily and kept sanitary. They do not rust, swell, warp, leak, or dent out of shape.

"Fibrotta" Fire Pails, Spittoons, Waste Baskets, etc., possess the same characteristics as "Fi-brotta" Pails, Write for rotta'' Pails. Writ

CORDLEY & HAYES, Cooler Headquarters, 40 Legaard St., New York City

SELL 100% SERVICE TOOLS



The inferior tool "sticks" the customer, prevents his coming back -not the dealer. The powerful SAMSON PUNCH

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers Carbon Scrapers **Chisel Sets**

Send for Catalog

Prv Bars Cotter Pin Extractors Mound Tool Rolls Offset Screw Drivers

Pacific Coast Representative Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

forgery incident and the bookkeeper was promptly fired from his new job. He at once began suit for malicious defamation of character and while at this writing the case is not decided, I have no doubt he will get substantial damages. Malice was very clearly shown by the way the former employer went about what he did.

SPECIAL GRAPHITE PREVENTS CHAFING OF INNER TUBES

With the gradually decreasing supply of crude rubber being imported by the rubber manufacturers and the consequent shortage of tires, it is becoming more and more every man's interest to conserve what he has on hand. Tire manufacturers make numerous valuable suggestions for ways of saving tires. Perhaps one of the most useful of these is the advice to sprinkle powdered soapstone, mica or graphite in the tire shoe to prevent chafing of the inner tube.

The Joseph Dixon Crucible Company puts up a special grade of motor graphite for this purpose and recommends it above mica or soapstone. Half the trouble with inner tubes comes from chafing against the casing. The effect of the graphite is to "lubricate" the inner surface of the casing, without caking. The graphite is perfectly smooth, allowing the inner tube to move freely over the shoe. The graphite is also heat resisting, and the longer and harder it is rubbed, the smoother it becomes. Motor Graphite dusted into the tire will add months to the life of the tire.

NO MORE DANGER FROM CRANKING

The Bear Mfg. Co., Rock Island, Illinois, are offering \$1000 reward for the crank that will turn around backwards through pre-ignition or backfire with a Sandobo Ball Bearing Crank Release properly attached and in good working order. In fact, the crank can be turned forward only. It is impossible to turn the crank backward. This makes it absolutely safe when backfiring.

This makes this crank release not an accessory, but an absolute necessity for every Ford car, avoiding the danger of broken arms or broken bones. This has been one of the drawbacks of the Ford car.

The Bear Mfg. Co., Rock Island, Illinois. will be glad to give full information to any of our readers upon request.

The Moore Hardware Co., has purchased the stock of Tullis & Moore at Arcanum, Ohio.

The C. C. Clark Hardware Co. has recently opened for business at Boynton, Oklahoma.

J. A. and G. W. Fairchild have engaged in business at Towanda, Kansas, under the name of Fairchild Bros. Hardware Co.

PEP WITH PURPOSE BRINGS SUCCESS

Pep without purpose is piffle. But, purpose without pep is worse than piffle. It is constant disappointment. It is tantalizing.

It is like being broke and hungry. You have the desire for food but lack the means of get-

ting it.

You look over the wall to Easy Street. You desire to scale that wall. You try, but if your pep is lacking you fail. It takes pep to persevere, pep to succeed, pep to accomplish your purpose. Pep is power.

Therefore get pep. Pursue it early. Go after it late. Camp on its trail. It must be pursued, but can be caught. Hunt it in the early morning hours with exercise and bathing. At meal-time let your guides be moderation and mastication. Eat wisely.

In your working hours take with you smiles and cheerfulness. Stand erect, head up, chin in. Keep your head cool and your feet warm.

Let your evening guides be relaxation and recreation. You have worked, you should also play. Forget not that in work and play alike, pep is more often found out of doors.

Last, but important, seek pep in sleep. Retire early. Use few covers. Sleep cool and sleep just enough. Don't sleep too little. Don't sleep too much. With these guides, my friend, seek pep. The race is pleasant and the prize worth while. 'Tis pep that makes the world go round. Get pep!

DEATH OF M. L. COREY

The tradewill learn with sincere regret of the passing of M. L. Corey, for many years secretary of the National Retail Hardware Association and of the Indiana Hardware Association.

We had received no details of Mr. Corey's death at the time of going to press. His interest in association work never flagged, even when others were discouraged.

His sincerity of purpose and zeal were never called in question, and the growth of Association work during the early years was due to his untiring efforts.

The sympathy of everyone who knew him will be extended to the bereaved family.

A Big Seller to Fishermen

Every fisherman has trouble with back-lash snarls.

Gem Reel Winders

absolutely prevent them.
Attached permanently to reel,
it throws right and left and
gives kite-wind on reel. Display this on your counters,
It sells easily at \$1.50.

One customer says: "Simply fine, only price is too low." Write for discounts.

GEM REEL WINDER CO. 402, 133 Second St., Milwankoo

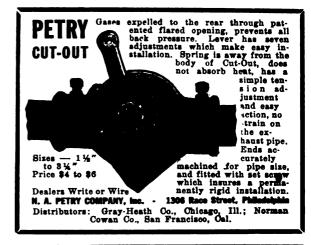


AUTOMOBILE ACCESSORIES

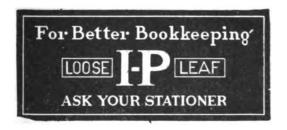


If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago









WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

FOLDING CAMP FURNITURE



Cots, Chairs, Stools

Also a Complete Line of

Canvas Goods, Tents, Covers Pau'ins, Leggings, etc.

THREAD MOPS ON THE HANDLE and MOP HEADS WITHOUT HANDLES

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.

McDONALD & LINFORTH, 739 Call Building San Francisco, Cal., Pacific Coast Representatives

WINDOW DISPLAY SELLS A LOT OF ROOFING

Roy N. Martindale, of the Andrews Hardware Co., Van Nuys, Cal., tells us that as a result of his sales window display featuring Pioneer Roofing, not only did the window attract much attention, but it helped them sell a lot of roofing, in fact cleaned them out of their entire stock.

Mr. Martindale acted upon a suggestion in a recent issue of the HARDWARE WORLD, putting in a sales window on roofing, and with this resıfit.

The average retail merchant doesn't realize the advertising value of window displays.

The great advantage of a sales window is that it is not only one of the chief forms of advertising a retail merchant can use, but it serves to make quick sales.

Men as well as women are influenced by what they see displayed. A display of roofing at this time of the year is a reminder to the householder of work that needs to be done.

either a new roof or repair work.

The experience of Mr. Martindale will be the experience of ninety-nine merchants out of a hundred, who will give any attention to the display of roofing, for it will not only make sales, but it will, in many instances, "clean them out of their entire stock."

SANDPAPER VS. VELVET

You tell me that there are many unpleasant things troubling you in the place in which you work. If you can answer without betraying a secret, would you mind telling me if you ever knew of velvet being used successfully as a substitue for sandpaper? The unpleasant, the hard, the trying, the temper-testing things are the sandpapery aids that smooth you off, that train you, that fit you to shoulder bigger responsibilities and to resist more trying troubles later on. So be very thankful for the sandpaper.

W. J. Corbett, a prominent Arizona hardware dealer, who has been engaged in ousiness at Tucson for many years, being a pioneer resident, passed away at his home recently.

He is well known throughout Arizona and enjoyed a wide acquaintance.

I think every hardware man in the whole country, from one end to the other, should be a subscriber to the HARDWARE WORLD, as it will prove most beneficial in every respect to every retail merchant, as well as his salesmen, and we recommend it in the very highest terms

It might interest you to know this is one of the largest concerns in the State of Arizona, carrying a \$45,000 stock of hardware, implements, gas engines and are enjoying a fine business.

With best wishes for your continued success,

E. G. CARUTHERS COMMERCIAL CO.

WINDERS of our WINDOW CONTEST will be announced next month & & &

Letters received from many contestants indicate a great impetus in business resulting from these attractive

Pioneer Roofing

Window Displays

Those who participated not only enjoyed an increase of business, but a chance at winning one of the prizes

PIONEER PAPER COMPANY

Manufacturers of Pioneer Roofing and Building Felts

LOS ANGELES, CALIFORNIA 247-251 South Los Angeles Street

WISE SAYINGS OF MRS. SOLOMON, JR.

My daughter when thou goest in to take the mail, and thou shalt say to a man, "Hast thou any letters?" and she shall say unto thee, "Nay, I have none," let not thy heart be filled with joy. Oh, My Daughter, for lo, in the fulness of time shall he come to thee.

And he shall say unto thee, "Wilt thou take but a few short letters?" Yea, verily, at five of the clock will he come, and thou shalt write them

Thou shalt hide thy wrath within thee and write them. For such, My Daughter, is the way of man; ever has been and ever will be. World without end. Selah.

My Daughter I charge thee, when thou hast First Sheets to write, thou shalt write them neatly. Think not, Oh, My Daughter, that thy troubles are over; that thou shalt find peace.

For Lo, after thou has written them, then and only then shall they change them. And they shall come back to thee and great shall be the daubs theron. And thou shalt rewrite them. Yea unto the seventh time shalt thou write them and there shall be no rest.

And if, perchance, thou shalt say to him, "Why dost thou not make sure of thy figures before thou bringest them to be typed?" he shall look at thee in pity. And he shall say unto thee, "Lo, thou art a woman. The meaning of efficiency is hidden from thee, and of system thou knowest nothing."

And thou shall sit abashed in the presence of knowledge. For great is Reason and mighty is Common Sense, but greater than either is efficiency. Selah.

WHO CAN TELL?

I wish to know how to solder aluminum. There is quite a demand for repairing same and I find the ordinary acid and solder will not do it. If anyone can tell me, please do so.

J. J. DUNBAR.

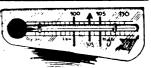
The Stanton Hardware Co., Stanton, Nebraska, are planning to add materially to their stock.



TYCOS HYGROMETERS

FOR HUMIDITY TESTS AND FORTELLING FROSTS

Self-Registering Maximum and Minimum Thermometers. A cheap, dependable method of checking the temperature of hot-houses, root cellars, dry kilns and homes. Ranges from 40 deg. below zero to 120 deg. above and zero to 240 deg. above. In black, Japanned or copper finish.



Chicks often die because of a lack of moisture in the incubator. Tycos Thermometers and Hygrometers save chickens.



WOODARD, CLARKE & CO.
PORTLAND, OREGON

DI-MEL-INE PAINTS-STAINS-ENAMELS

MoRIAUR PAINT Mrs. Ca

169-173 Second Ave., BROOKLYH---NEW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U.S.A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

Keeping Paint and Varnish Before the Public

MANY dealers to whom paint is only one department of a big business are apt to push the paint stock out of sight when

the winter months approach.

The result of this policy is, that painting is allowed to drop out of the customer's mind, and when the dealer starts his next paint campaign he has to start all over again, says A. P. 0. D.

No matter how many other lines a merchant handles, he should endeavor to make paint, in one form or another, an all-the-yearround line.

The great difficulty is that most merchants do not fully realize the possibilities of the winter indoor months. Throughout the rest of the year, from March to October, they can count on something doing, but when November comes the slogan is: "Push that stuff out of sight and make room for something we can sell."

That may be right to some extent, so far as some exterior paint is concerned; but aren't there other things in the paint department that

will bridge the winter gap?

Of course there are. A host of wide-awake dealers have been proving that fact for years past. The introduction of a great many excellent specialties has widened the scope of the paint department and brought to the surface a host of new possibilities.

"I keep sales going in my paint department from January 1 to January 1," a hardware dealer told me. "I keep the department prominent the year 'round, and put in a paint display at least every month. And I talk paint right along, and my salesmen are told to talk paint. We're working for paint sales every

business day of the year."

With this dealer, the season for outdoor paint ends the latter part of October. Immediately the interior goods are brought to the front. "Paint up your home for holiday visitors," is one of the slogans used at this season. Circular letters sent out in November urge home decoration or re-decoration before Christmas. Customers are urged to have the work done early, before the rush of the last two weeks immediately preceding Christmas. Simultaneously, demonstrations are held;

not a single demonstration, but a series. Indeed, the first demonstration of interior stuff is usually given in this merchant's advertising booth at the fall fair in early October. reaches the country people, as well as the town

prospects.

After the Holidays

Immediately after Christmas, the advertising campaign takes a new tack. A circular is sent out to the women of the district, giving suggestions along the line of interior decoration. The necessity is urged for a handsome appearing home in the winter months when social activities are most pronounced. stains and finishes, wall paints, furniture polishes, radiator paints, and similar lines are quoted.

Another winter circular tackles the problem from the viewpoint of the small householder. "Turn your long winter evenings into money, is the advice the dealer gives. "You can add hundreds of dollars to the value of your house by decorating it, and you can do the work this winter, yourself, in your spare time." This is a line of argument that appeals to certain classes very strongly, and that helps to swell the winter's business in this dealer's paint department.

This winter campaign merges naturally into the commencement of the spring drive, when outdoor paints once more come to the fore.

The demonstration is a big factor in boosting this class of business. A demonstrator in the window will attract a lot of attention. If you are putting on a demonstration, it will often pay to send out nicely printed invitations to selected customers. In my own experience I find women particularly are interested in this form of advertising.

One dealer got good results by telephoning individual prospects who could be reached in this way. Of course, tact must be used in this

connection.

Then, again, in the winter months quite a bit of trade can be done with the farming community. The average farmer has more spare time then than at any other season of the year. Why not persuade him to paint his farm machinery. There is lots of room for business in this direction, for, as a rule, expensive machinery on the farms is allowed to depreciate rapidly through neglect.

A Way to Get Trade

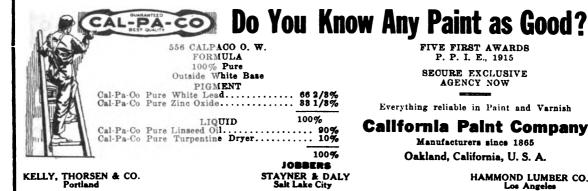
One dealer uses the rural telephone to talk up implement paint with farmer customers. He knows most of his clientele personally, and can consequently approach them the more easily. There are lots of good arguments to use. "If you were to have a sale, your implements would sell better. And if you're to go on using them, both metal and woodwork will last the longer for paint insurance.

Some paint dealers have done well through canvassing business of this sort among farmers. but in a great many communities the opportun-

ity is still waiting.

These are just a few of the lines on which the dealer can work in his efforts to stir up winter trade and to make paint an all-the-yearround line. He must not expect every prospect





P. P. I. E., 1915

SECURE EXCLUSIVE AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865 Oakland, California, U. S. A.

HAMMOND LUMBER CO.

to respond. He must not be disappointed if the gross amount of sales is small compared with, say, the spring paint campaign. But the sales he does make are sales that will not be made if he treats the paint department as a negligible factor in the winter months, and pushes his paint stock out of sight of the public and out of the customer's mind.

Of Great Value

The indirect value of featuring the paint department every month of the year is obvious. Pushing specialties in winter provides a link between fall and spring campaigns. You go on circularizing your prospects just the same; with the result that when it comes time for you to once more urge exterior painting, the prospect regards you, not as a new acquaintance or as a stranger, but as an old friend. The winter sales you make help you to the bigger sales you want to make when the big drive comes.

Plan your get ready for the indoor months advertising and selling campaigns right nowthen work the campaign to the limit. The results will prove the wisdom of pushing paint and varnish the year 'round.

To fail to profit by the experience of others is to prove our own mental density.

The Imperial Valley Hardware Co. is adding an annex to its building at Calipatria, Cal., in order to give it facilities for carrying an increased stock.



Your **Customers**

will be glad to know about how they can get better lubrication at no increased cost. Tell them about

DIXON'S Ticonderoga FLAKE GRAPHITE

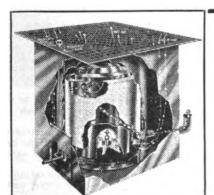
and how it protects cylinder walls from wear by covering them with a smooth, durable veneer of graphite that prevents metal-to-metal contact.

> Write for Booklet No. 230-C telling more about this lubricant

Made in JERSEY CITY, N. J., by the Joseph Dixon Crucible Company

Established 1827





"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

HE GLEEWOOD FLOOR FURNACE

Health-Comfort-Convenience-Economy

These points win instant favor and continued popularity.

Stock this new, valuable line. Cash in on its large profits.

Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

New Goods and Specialties

SAND'S PLUMBS AND LEVELS

Attention is directed to the announcement of Sands' Plumbs and Levels, which are carried in stock by lead-

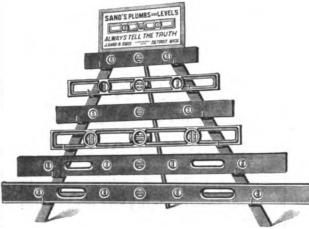
ing jobbers.

Sand's Plumbs and Levels possess points of merit which makes them splendid sellers and they appeal to mechanics and carpenters as one of the best levels made.

The spirit glasses used have a slight crown, a quickacting bubble and are very accurate. They are set in such a manner as to give the least amount of trouble

and the greatest saving in time.

J. Sand & Sons have been engaged in manufacturing levels for twenty-five years and make a general line. They make them also in aluminum as well as in wood, plain and brass bound. Either they or their jobbing connections will be glad to give full information to any of our readers upon request.



This Attractive Display Rack Will Make Sales

This company is also bringing out a line of black walnut levels which is intended to meet the demand for a type of level which will stand hard service and yield accurate results. These levels will plumb with any end up or level with either edge up. They are They are

excellent for every-day service of the hardest kind.

The complete list of levels manufactured by this company includes one for every purpose and they are all backed by the experience of a firm which was established in 1895. Full information concerning any of the wood or aluminum levels for either carpenters or masons may be obtained by addressing this firm.

ATTRACTIVE HANGERS

The Goulds Mfg. Co. has issued an attractive hanger featuring their Hi-Speed line of pumps, which they are mailing out to all their agents, and they will be glad to send a copy to any of our readers who haven't received one.

This is attractively gotten up, printed in four colors, the pumping outfit being shown in actual size, 40

inches long.

They desire that any merchant, whether an agent of theirs or not, who has not received a copy, should write for a copy, which they will send upon request.

The McMahan Hardware & Implement Co., Hamilton, Illinois, is a new enterprise.

NEW MAP OF THE NATION-WIDE REMINGTON UMC ORGANIZATION

Something new in maps which will be examined with lively interest by sporting goods men throughout the United States is the feature of a recent Remington UMC advertisement in the leading national weekly papers and in the trade press. Briefly, a map of the United States showing the number of Remington UMC dealers in every state and territory and the District of Columbia, altogether a total of 81,308.

Texas heads the list with 7905 dealers, and the next eleven are as follows: Georgia, 4038; Pennsylvania, 3582; North Carolina, 3382; Kentucky, 3369; Virginia, 327; New York, 3311; Louisiana, 3283; Mississippi, 3244; Alabama, 2915; Tennessee, 2897. Little Rhode Island has 93, the District of Columbia has 36, and

up in Alaska there are 148.

Another feature of the nation-wide Remington UMC organization which is dwelt upon is the practical service to dealers rendered by the large number of representatives of the company, whose names are given. While it may not have occurred to the sporting goods dealer who has many times benefited from it, the fact is revealed that every Remington UMC representative has been trained at the factory. This means that aside from being a salesman with a thorough selling knowledge of the large line of arms and ammunition manufactured by his concern, and in addition to being an experienced sportsman and expert marskman, he has a practical gunsmith's knowledge of the firearms he sells.

The dealer's ability to handle gun repairs and adjustments quickly owes much to this fact, and that the Remington UMC man is on the job. And this attractive advertisement, bringing this information to the attention of the shooters the country over, will also remind many a sporting goods merchant and clerk of the convenience and value to him of this Remington UMC direct service.

This advertisement is, of course, but an expression to the shooting public and the sporting goods trade of the Remington UMC policy to serve the owner of a Remington in Skagway, Alaska, for example, or Pensa cola, Florida, as efficiently and completely as the owner of a Remington who may live literally next door to one of the five great Remington UMC factories. A policy which, by the way, in large measure accounts for there being 81,308 Remington UMC dealers on the

UNIVERSAL DEALER'S SALES HELPS

Landers, Frary & Clark, New Britain, Conn., have issued a booklet showing their line of Dealer's Sales Helps, which comprises window displays, show cards, booklets, newspaper advertising, lantern slides, display stands and cabinets, in fact every possible means of helping the dealer increase his sales on the Universal Products.

No manufacturer will go to greater expense or more trouble to cooperate with their representatives than

Landers, Frary & Clark.

Their Sales Helps are gotten up in an attractive manner, many of the cut-outs and display cards being printed in colors, and made in a way that is sure to please the eye and attract customers.

They will be glad to send booklets illustrating and describing the various aids which they offer, and to give full information to any of our readers upon re

quest.



"THE RIGHT ANGLE"

Is the title of a very interesting publication which the Whitman & Barnes Mfg. Co., Akron. Ohio, are issuing for distribution among their employes and sales force.

In a recent issue they announced their pension system for employes, by which any male employe who shall have reached the age of 70 years, and any female employe who may have reached the age of 65 years, having been continuously with the company for 15 years prior, will be able to retire from service on a pension.

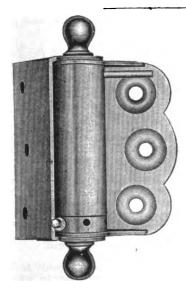
Other employes who have reached the age of 65 years and been with the company 20 years (women five years younger), are entitled to a pension as well as male employes of 60 and female employes of 55 who have been with the company 25 years, or any employe who shall have been in the company's service for thirty years or more may be retired from active service and granted a pension.

This is an interesting publication for their employes and one that will undoubtedly do much to create a better feeling of one big family of workers.

Whitman & Barnes are keeping pace with the trend of the times, making their entire force feel that they are working unitedly with one general and definite object in view.

NEW OHLEN PUBLICATIONS

Following the recent installation of new machinery and equipment in its wood and metal band saw departments the Ohlen Company has just received from the printer advance copies of a new catalog devoted exclusively to these lines; it is entitled "Ohlen Band Saws for Wood and Metal," and will be sent to the trade upon request. It is a very handsome book, printed on good paper with cover in colors, profusely illustrated and contains valuable information to all band saw users. The Ohlen Company has also ready for immediate distribution a forty-four page booklet, generously illustrated, with colored cover, entitled "Saw Efficiency." This publication deals with the Ohlen general line and devotes several pages to the purchase, use and care of saws of all types.



ADJUSTABLE HALF SURFACE DOOR HINGE

The Shelby Spring Hinge Co., Shelby, Ohio, are placing on the market an Adjustable Half Surface Door Hinge, which is highly recommended for lavatory work.

It is made from wrought steel, bronze or brass metal, fin-ished to match builders' hardware trim.

The tension of the closing power of the spring easily adiusted.

Prices quoted upon request.

Price Bros., Bear Creek, Missouri, have purchased the stock of A. Rickman & Son.

The Breslau Cash Hardware Co., Breslau, Nebraska, are planning to add to their stock of hardware and implements and report a good outlook.



Fishermen will hail with delight the new device that will stop back-lash troubles. The Gem Reel Winder is a little attachment that goes onto the rod. The reel is put onto the attachment, then as the line is wound up, the arm (shown in the illustration) throws from left to right, guiding the line so as to produce a kite wind. Thus when the line is played out in casting, the back-wind of the reel will not and cannot snarl the line.

Many expert fishermen use this winder. Testimonials which they have given us show that it really does prevent

those terrible back-lash snarls that are so trying to the fisherman's temper. The Gem Winder will fit all reels except the large drum salt water reels.

It sells for \$1.50 (as one fisherman put it, "really too low a price"), and is being introduced to the hardware and sporting goods made by Gem Reel Winder Company, 133 Second Street, Milwaukee, Wis-

EXCELLENT CUTLERY CATALOG

The Valley Forge Cutlery Co., Newark, N. J., have issued their new catalog, which, as a pocket-knife catalog, they believe stands by itself.

They have endeavored to make it a reference book

and an aid to the buyer of pocket-knives, as no other

book of its kind heretofore published.

Some of the features of this catalog are classifying the knives in regard to styles, blading, covers, etc., making it easy for cutlery experts as well as laymen to grasp the technicalities and details of the pocket-knife business. They want to make their catalog serve as an assistant buyer.

Under present war conditions restricting manufacture for mercantile purposes, they have reduced their line to the basis of 85 patterns, from which they have evolved 250 numbers. These 250 numbers are printed

separately in the front of their catalog as a stock list.

The illustrations show the actual sizes of their knives. It also shows some of the surgical knives they are making for the Government.

They will be glad to send a copy of this catalog to

any of our readers upon request.

Perry Marker is a new merchant at Manning, North Dakota, who will handle hardware, auto accessories and implements.

The Norton Hardware Co., established in 1864, at Lansing, Michigan, are adding to their stock of hardware and household furnishings.

The Brunson & Mosby Hardware Co., Bonner Springs, Kansas, have sold their stock to the Bonner Springs Lumber & Hardware Co.

Levandoski & Varty have bought the stock of hardware, implement, housefurnishings and auto accessories of James Pelton, Rhodes, Michigan.

Alace D. Adams has purchased the hardware business of A. J. Edmonds, Lathrop, Missouri, and he handles full lines of hardware, implements and accessories.

A. E. & A. G. Preston, of Muscotah, Kansas, have moved to a new location, which will give them facilities for carrying an increased stock of hardware, implements, house furnishings and automobile accessories. They are handling a complete line.





UNIQUE DISPLAY SILVERWARE

One of the most attractive and unique methods of packing and displaying silverware has made its appearance recently in the form of the new Nine Piece Holiday Set of Community Plate—each piece packed in a beautiful Grey Velvet Gift Box, without additional cost.

This latest Community creation, the new Grey Velvet Gift Box, serves a double purpose—it affords the dealer a beautiful counter and window display of silverware—and at the same time provides the purchaser with an unusually attractive and harmonious

setting for the gift.

This new and distinctively original method of packing and displaying Community Plate offers tremendous selling possibilities to every retailer. In the window or in the show case, together with the attractive placard furnished free, these pieces make an especially effective selling display. Each piece in the Holiday Set makes a beautiful, practical and inexpensive gift, for every occasion. Prices to the consumer range from \$1.00 to \$6.50, and each piece will appeal to the good taste of housewives who desire perfect dining room appointments.

The new Nine Piece Holiday Set, furnished com-

plete in carton, consists of:

Cold Meat Fork Berry Spoon Gravy Ladle Six Salad Forks Cream Ladle

Butter Knife Pickle Fork Sugar Spoon Butter Knife and Sugar Spoon

Sets may be had in any of the five Community patterns—Adam, Patrician, Sheraton, Georgian and Louis XVI.

Full information regarding this new Nine Piece Holiday Set may be obtained from the Oneida Community, Ltd., Oncida, N. Y.

H. W. Buckle has succeeded J. B. Hagaman at North Branch, Mich.

Myers & Reidel Co., Sebewaing, Mich., is a new enterprise.

- F. D. Griggs is successor to Smith & Braid, at Collins, Mo.
- W. G. Walker has purchased the stock of A. Walker & Son, Centertown, Missouri.
- W. T. Richards has purchased the interest of Eli S. Lewis in the Lewis-Walker Co., at Glendale, Ky., and the firm will herenfter be known as the Walker-Richards Co.

- Edward G. Polk, Cook, Nebraska, is the successor to Polk Bros.
- A. R. Thomas has purchased the stock of Thomas & Sunday, Bushnell, Nebraska.
- C. L. Harvery has purchased the stock of Calvin A. Gordon at Gordon, Nebraska.

Graham McCulloch has engaged in the hardware business at Jessie, North Dakota.

T. W. Leverett has disposed of his hardware stock to Harris & Bentley, of Denton, Texas.

Harris & Bentley have purchased the hardware stock of T. W. Leavett, at Denton, Texas.

S. R. Casper has disposed of his business to the Stewart Hardware Co., St. Joseph, Missouri.

The Stewart Hardware Co. has purchased the business of S. R. Casper Co., St. Joseph, Missouri.

Arthur Shoemaker has purchased the hardware business of W. E. Tonken, Hermosa, South Dakota.

H. B. Dudley is erecting a new building to be occupied by his hardware store at De Witt, Arkansas.

Arthur Shoemaker has purchased the hardware business of W. E. Tonken, of Hermosa, South Dakota.

Hackley & Miller have taken over the hardware and auto accessory stock of T. C. Leeper, Brighton, Colorado.

Ryniker Winter Hardware Co., Billings, Montana, are planning to add to their stock and report a good season's trade.

The William R. Gemmill Hardware Co., Pennville, Indiana, are planning to add materially to their stock this coming season.

The Stanton Hardware Co. has purchased the stock of G. H. Glaser & Son, Stanton, Nebraska, and plan to add materially to the stock.

Mr. Marriott is now the sole owner of the Marriott Griffin Hardware Co., Geary, Oklahoma, but the firm name will remain the same.

A. E. & A. G. Preston have moved to a new location at Muscotah, Kansas, which will give them facilities for carrying an increased stock.

The Ryniker Winter Hardware Co., Billings, Montana, was recently damaged by fire, but they are planning to add materially to their stock.

G. M. Smith & Co., who recently purchased the stock of the Hershey Hardware Co., Hershey, Nebraska, are planning to add to their stock.

The Marriott Griffin Hardware Co. has purchased the interest of Mr. Marriott at Geary, Oklahoma, although the firm name will remain unchanged.

- H. B. Dudley, a hardware and sporting goods dealer, who also handles hardware, is preparing to add a line of furniture to his stock at De Witt, Arkansas.
- C. F. Windenwerder has purchased the stock and good will of the Kennewick Hardware Co. from I. N. Mueller at Kennewick, Washington. Mr. Winkenwerder has been acting as manager for Mr. Mueller for some time.



Business Opportunities

Established Broker, calling on hardware jobbers and large retailers of Pacific Coast, would like additional lines. Best of references.
Address "A. B.," care HARDWARE WORLD.

PLUMBERS WANTED

First class men, \$8.00 for eight hours. Steady employment. Ideal climate. No labor troubles. affiliate with the unions.

Address A. M. Goddard, Tacoma, Wash.

POSITION WANTED

By an experienced hardware man, who can fill a place full. Have had nine years' experience. Married and can furnish best of references. Address "P. A. C.," care HARDWARE WORLD.

FOR SALE

Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address "W. C.," care Hardware World.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner.

Share will invoice about \$10,000.00. Good reason for selling. Must sell by January 15th or no sale.
Address "Colorado," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

FOR SALE

Owing to the continued ill health of the owner, will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hard-ware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Calif.

FOR SALE

National Cash Register, No. 452, 6 clerk keys, 1c to \$99.99, used two years. McCaskey Credit System, 420 accounts, 2 banks with Cashier Window. Used three years (3). Warren Hardware Shelving. Good arrangement for any hardware store, 56 feet long. Used five years. Large Fireproof Safe. Inside measurement, 15 inches deep, 27 inches wide, 39 inches high. One new No. 216 Globe Base Burner.

All of the above are in first class condition. J. C. HOLCH HARDWARE CO., Gilman, Ill.

WANTED

Second-hand 30-inch Tinner's Forming Rolls. Address H. Arons, 2602 Elm Street, Dallas, Texas.

WANTED

To hear from owner of good Hardware Store for sale. State cash price, description. D. F. Bush, Minneapolis.

FOR SALE

All or part of an established hardware business, located in best town in Southwest Texas. Best reasons for selling. Long lease on building.
Address "C. H. S.," c/o HARDWARE WORLD.

We can sell your business, farm or property, no matter where located.

Capital procured for meritorious enterprises. HERBERT, Webster Bldg., Chicago, Ill.

Successful hardware business for sale, located in a city of 75,000, in California, established for 11 years, exceptionally good lease, splendid location, good business, splendid prospects. Have made a success, but have other interests requiring attention. Present stock \$8000,00.

Address E. Jarvis, 2311 Telegraph Ave., Berkeley, California.

FOR SALE

A stock of general hardware and implements in a small town in Southern Idaho, stock will invoice about \$10,000. The real estate will amount to about \$3,000.00. The business from February 1st to October 1st of this year was \$30,000.
Address ''Idaho,'' care HARDWARE WORLD.

BUYER AND SALES MANAGER WANTED

We have a splendid opening for an experienced hardware buyer and sales manager, to conduct a retail store in one of the largest and most progressive cities of the Pacific Northwest.

We believe this is an unusual proposition for a high grade man of experience and ability. We believe he would take more interest in the business by having a small investment in it, although this is not absolutely essential.

We want a man of the highest grade, A-1 moral character, good personality and address, and must know the business. For such a man there is a splendid opening.

Address Retail Manager, care HARDWARE WORLD.

POSITION WANTED

Young man, married, with family, wishes position with either retail or wholesale establishment.

Has been connected with two large jobbing houses for a number of years and has the necessary knowledge and experience to serve as assistant manager and buyer.

Not afraid of work—no bad habits, and wants a place where there is opportunity for advancement.

Would expect salary \$150 per month to begin. Address Box 335, care HARDWARE WORLD.

FOR SALE

General Hardware Stock, Auto Accessories and Fixtures. Located in one of the best oil field towns in Northwest Texas. Also in a good farming and cattle country. Stock inventory last January was \$20,000. Fixtures, \$2,500.00. Sales last year, \$92,000. Sales first eight months of this year, \$90,000. This is a clean, up-to-date stock and the business was established seven years ago with a \$2,000 stock. Will sell at invoice price. No trades considered. Have lease on store building. Address 1304 18th street, Wichita Falls, Texas.





ABE'S EPIGRAMS

"Two Sir Positives can scarce meet without a skirmish.'

If I know I am right, there is no reason why I shouldn't stick to my ideas. If the other fellow is equally sure he is right, why shouldn't he stick to his? But there is no occasion for either of us shouting our beliefs in each other's faces defiantly and waving the red flag madly

Anyway, as a rule, argument is fearfully silly. It usually amounts to about as much as when the small boy hollers over the fence: "My father weighs more than yours," and the youngster on the pavement yelps back, "He doesn't," and then they catch and toss "he doesn't," "he does," "he doesn't," with disdainful grimaces and scornful gestures thrown in, until both are out of breath.

Argument seldom convinces anyone. very minute that the other fellow begins to argue, he has taken a stand, and nothing short of a bomb will dislodge him from it. He's bound to stick to his contention. Never argue with a customer. The minute you yield to the temptation, you are an antagonist he is going

to do his best to put to rout.

Most salesmen talk too much, anyway. Cultivate the gentle art of listening with genuine interest. Be ready with telling facts, and at the psychological moment state them, cleverly winding up your remarks by making your conversational companion feel pleased with himself. One reason argument prejudices is because it always tends to prove the other fellow is all wrong. Nobody wants to be shown up as an idiot.

Avoid argument. Don't knock anybody else's wares. Just show why the goods or service you offer are the best which conscientious ingenuity, experience and capital can produce, and be ready to back every claim you make. Positiveness on that point is bound to be con-

vincing.

How often is it true that the man who does the least brags the most. We trust it will not be typical of America; that we shall not be guilty of such a grievous error.

CONCENTRATION IS ECONOMY

Concentration is a method of economy. eliminates waste of energy and assures efficiency of effort. Co-operation is only a form of concentration, combining and condensing into concrete form many individual forces. This makes for strength, power, direct effort and correct application.

The separate strands of a piece of rope have little strength; combined, their strength is multiplied a thousand fold. This is simply concentrated force. Many a "smart" man is gifted with a scattering knowledge of a broad variety of subjects and his scattered knowledge proves his undoing. Far better for him to concentrate on one subject and win success.

Concentration is especially desirable in busi-The successful business man cannot afford to scatter his energy, time and money in several enterprises. One successful business is sufficient to demand his undivided, concentrated attention. Every man is peculiarly adapted to some particular calling. It is often difficult to find it and this accounts for much waste in scattered effort.

However, there is an end to every search, and when the goal is reached, as it must finally be, concentration must be applied and success is assured. To bring the best returns from energy expended, waste must be eliminated and economy of effort practiced. Economy is the guardian of profit and the indicator of success, and concentration in any line means economy.

Everyone in America naturally rejoices over the end of the war, but let us guard against the natural American failing to boast.

We did no more than our duty; no more than we should have done after we finally decided we were concerned with the causes and

objects of it.

England and France have sacrificed so much more and yet in the expressions of their public officials and press their boasting is far less. The war has been brought home to them in too great a measure for any spirit of boasting. It would become us far more to give them a generous meed of praise. They deserve far more than we can accord to them in words.



M. L. KLINE

EXCLUSIVE AGENTS

THE

Wm. Powell Co.

Complete Line

Valves, Steam Specialties

M. L. KLINE

30 Years' Wholesaling Plumbing and Heating Supplies in Portland

84, 86, 87, 89 FRONT ST. - PORTLAND, ORE.

Garden Hose Valves

Recognized Quality

Which command repeat orders for you.



Sizes 1/2" to 21/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist Pacific Coast Representative 681 Market Street, San Francisco.



That is the verdict of plumbers, jobbers, owners and all who know the quality of

WHITE PYRALIN Bath Room Fixtures

Wherever GENUINE PYRALIN Products are installed, it means

Repeat Orders, More Business, More Profits.

Every one prefers White Pyralin Fixtures because they not only LOOK clean but are easily kept clean and sanitary.

There is nothing to equal our "Pyralin Covered Seat for quality, price and durability. It has become a popular leader in the closet seat field. Write for Catalog.

C. F. CHURCH MFG. CO., Holyoke, Mass.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Glichrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

Genuine Pyralin Products cost no more than inferior goods, so insist upon geting the best — the Church quality.



Our "Genuine Pyralin" Closet Seat

Does Honesty Pay?

(By Harry Gale Nye)

ONESTY is not always the best policy. The success of a burlesque show is often due to padded figures. But that is the only case I know where honesty isn't the best policy. In every other business I know anything about, honesty is.

Every once in a while some pale dyspeptic rises

up—and I don't know why they call him that, for a dyspeptic has less pep than anybody else—anyway, he rises up and pessimistically inquires, "Does honesty pay?" Meaning thereby to convey the idea that while he had always been strictly O. K. himself, he didn't know but that he would have done better by following the methods of his ornery, lown-down competitors.

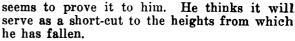
Well, you don't need to look far for the answer thereto. Every one of us has an old, gray-haired teacher that we can consult, that old pedagogue that men have named Experience. All we need to do is to ask old Doctor Experience and he will tell us.

There isn't a man who reads these lines, if he reads this far, who can't recollect right off the reel some fellow he has run athwart in business who had everything he needed with which to succeed but one thing—honesty.

Every one of us has known some fellow who had a fortune in sight if he could have kept clean. As far as brains went, he had as much brains as an editor of a daily paper. As far as money went, he had a darned sight more. He had good friends and bright prospects, but, unfortunately, he had one thing more: He had a disposition that was as crooked as an amateur job of wall-papering.

It just seemed as if he would rather die poor and crooked than get rich honestly. He wanted to be smart instead of wise, sharp instead of clever. He would rather get a low price and not deliver the goods than a right price and a legitimate profit. He thought that business was a game of beating the other fellow. He had Oriental ideas of trade. He was a hundred years and ten thousand miles from the American custom. He thought men got rich by doing other men.

And he got away with it for a while. That's the sad part of it. A crook succeeds just long enough to convince himself that dishonesty pays. The whole rest of his life is spent proving to other people that it doesn't. But it never



The desire to short-cut to success is the cause of a whole lot of the crookedness in the world. People are in too much of a hurry to amass wealth and die of paresis or some other high-priced disease. Instead of being willing to starve to death by degrees they want to short-cut to gout. So they begin stepping on the other fellow's rights.

Did you every try to raise a front lawn, or a piece of parkway? You know how people cut the corners and wear off the grass. It is the fellow who is in a hurry who commits trespass and tramps down your seed. There is no need of "No Trespass" signs on the straight and narrow way, and it is never any trouble to get a seat at a prayer meeting. But the downhill road, the other fellow's field, the short-cut, and the easy snap, are crowded with fellows who want to get there in a hurry, even if they tramp down somebody's crops and rights, and fail to put in full time, and give a square deal.

So a crook may start on the right road, but he is always looking for a place to turn off and short-cut to wealth. He begins to slip things over on his trade, and he even tries to slip things over on his bank; although he ought to know that his bank has had some experience with financial loop-the-loopers before. Some day the bank will shut off his engine for him, and he will be lucky if he gets back to earth without breaking his neck.

He skimps the grade, substitutes, he puts in what will do instead of what will do best; he doesn't worry about what doesn't show; he doesn't do honest work or make an honest product. That is the first step. The second step is getting gay with the bank. It isn't very much farther on down the hill where he begins to get gay with the law. Even a lawyer, if he seeks legal advice, takes on a new meaning for him. He used to think a lawyer was a fellow to keep people from beating you; now he believes that a lawyer is a very wise guy, who can show you how to beat other people and get away with it.

But in the meantime, he has been slipping behind while he thought he was going ahead. People who used to be his friends begin to pull out from under him. He used to be able to lean on his friendships and know they would hold. Now they give. He is like a man walking in sand—everything he touches slips a little. People don't go very far for a fellow they mistrust. In business circles he gets about as popular as a pup suspected of fleas, or a

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We will furnish you all of these without any charge. Now is the time to go after the remodeling business.

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The Official Award Ribbon

of the

Medal of Honor

AWARDED

Trimo Tools

AT THE

Panama - Pacific International Exposition

SEND FOR CATALOGUE NO. 777







"Honor Awarded Means Merit Rewarded"

kid with a handful of sticky candy. Nobody wants to get any of his business insects or moral molasses.

He finds he has short-cut into a quicksand. Then he blames his luck or the infidelity of his friends, who wouldn't stand by him in trouble.

It's a story we have all seen acted out a score of times, and it is the best answer to the old question: "Does honesty pay, after all?"

THE CONQUEST ATTITUDE

You will doubtless agree that no business, no matter how well-favored otherwise, can possibly succeed any to speak of, until its course is steered by some fellow who has the ambition and the nerve and the grit to go after a big success. And when he has these things, he has the conquest attitude, says A. L. Porter.

For the conquest attitude is merely a matter of ambition and nerve and grit—the ambition to want a thing; the nerve to start after it

and the grit to stick until you get it.

Many a man today is nursing along a business that is not adequately nourished with orders. And in the main, it is because the man at the helm hasn't quite put salt on the tail of the BIG IDEA—he hasn't acquired the conquest attitude.

When he does, instead of doggedly trying to hold its own, you will see his business assume aggressive, expansive tactics. It will be on the offensive—making expeditions of conquest into the fields of business, armed with a commodity that really serves humanity, demanding and getting a good price for it.

Yes, some business may need capital. Some may need trained experts. Some may need this thing or that. But any business that needs anything, needs first to have born in the brain of the man at its helm—the conquest attitude—the desire for bigger and better things, coupled with the nerve to go after them.

MEN SHOULD SKIP THIS

A little girl wrote the following composition on men: "Men are what women marry. They drink and smoke and swear, but don't go to church. Perhaps if they wore bonnets they would. They are more logical than women, also more zoological. Both men and women sprang from monkeys, but the women sprang farther than the men."

THE SUNNY SIDE

"Well, after all," remarked the Tommy who had lost a leg at the war, "there's one advantage in 'aving a wooden leg."

"What's that?" asked his friend.

"You can 'old your bloomin' sock with a tin tack!" chuckled the hero.

WHICH ARE YOU!

In the street of life, walking in the darkness of the shadow, hungry old Satan was out hunting with his dogs, the little imps of human weakness.

A man came walking down life's street. Satan said to the little imp, with a bitter face;

"Go get him for me."

Quickly the imp crossed the street, silently and lightly hopped to the man's shoulder. In his ear he whispered: "You are discouraged."

"No," said the man, "I am not discour-

aged."

"You are discouraged."

The man replied this time, "I do not think I am."

Louder and more decidedly the little imp said: "I tell you, you are discouraged."

The man dropped his head and replied:

"Well, I suppose I am."

The imp, hopping back to Satan, said proudly: "I've got him, he is discovered."

Another man passed. Again old Satan said: "Get him for me."

The proud little demon of discouragement repeated his tactics. The first time he said, "You are discouraged," the man replied emphatically: "No!"

The second time the man replied, " Itell

you I am not discouraged."

The third time he said: "I AM NOT DISCOURAGED. YOU LIE."

The man walked down the street, his head

up, going toward the light.

The imp of discouragement returned to his master crestfallen. "I couldn't get him. Three times I told him he was discouraged. The third time he called me a liar and that discouraged me."

It takes a pretty sharp remark to cut a slow man to the quick.

She: "I like a man of few words and many actions."

He: "You want my brother; he has St. Vitus dance."

"NEW FANGLED" PICK.

Two Irishmen had gone into a shipbuilding yard to apply for work. Presently one of them stopped before an anchor, and despite his companion's urgings, he would not proceed. "What are you waiting for, anyway?" the companion finally asked.

"I'm waiting," replied the first Irishman, to see the man who uses this new fangled

pick."

"Circumstances have rarely favored great men. They have fought their way to triumph through all opposing obstacles."

VALUE OF CLOSE OBSERVATION

If we really learn to see with our eyes, none of us will ever lack for opportunity, because we will see doors opening to a broader future in every direction we turn.

There is a good story of a famous professor who told a young man to sit down at a desk and describe a fish which was in a bowl in front of him. At the end of an hour, the youth came to him with a sheet of paper, bearing a hundred words.

The professor read it, and said: "Observe more closely. Go back for two more hours."

The young man became more interested, and it was late in the day before he returned to the professor with his manuscript.

The learned man glanced at the paper a second time, and remarked: "Now you are beginning to catch a glimmering of the possibilities in your subejct. Go back, and give it an exhaustive treatment."

The young man settled back into his chair and began work in earnest, so much so, that his little one page of note finally developed into a complete volume, and the treatise was expanded into monumental work to which the author devoted his entire life.

All this came from applying the concentrated power of observation to one little fish.

Whether true or not, the story is a good one, for it shows us that there are possibilities in

small things, and that a big mind can quickly expand a small job to proportions which dignify it.

PREPARE NOW FOR INCREASED BUILD-ING AND IMPROVEMENTS

It is safe to assume that Government restrictions will be removed from building before long, and the wise plumber is already making his plans and getting ready to go after business in earnest.

This lull in business should have given sufficient time to take stock of ourselves and business, to learn our weak points, to study the methods of merchants in other lines, and to endeavor to profit by what we have learned.

It is necessary for every successful business man to be receptive to new ideas and suggestions. Much can be learned from criticism if it is accepted in the right spirit.

Business in the plumbing line should be more active for the next few years than for many previous years.

J. A. Fraser, plumbing and heating contractor at Mesa, Arizona, who has been in business there for the past 27 years, reports a good season's business and expects to keep busy throughout the following year.

Three of the golden gifts of life are: Self-control, tolerance and courage.



"He that by the plough would thrive, Himself must either hold or drive."

And yet there are some people who expect their business to prosper without much personal attention on their part! If we as business principals feel free to neglect our own affairs, other people can scarcely be expected to have more interest, now can they?

In a small business organization, it is usually necessary for one in charge to perform the double duty of holding reins and guiding the plough over the field at the same time. That is to say, he must both plan and do much of the actual work of carrying out those plans.

Small businesses are of two classes—those which have a carefully thought out policy and endeavor to live up to it; and those which simply drift along from day to day, leading a

more or less precarious existence.

It is from the first class that large businesses develop. In thoughtfully performing the double duty of executive head and general administrator, experience is gained, and step by step a healthy but steady growth is achieved, and so the enterprise with a rather insignificant beginning, expands and becomes a large and powerful one. In fact, the individual who proves himself capable of directing small affairs successfully, is bound to find himself advanced to larger opportunities. He does not need to go far afield to find those opportunities, either, for they will confront him where he is in almost every instance.

It is dead certain that a man who can't handle a small business well will make a failure of a large one. In a large organization, personal attention is necessary in all departments. The danger is, that after a business has gained momentum enough to carry it along with reasonable success, that painstaking supervision will be considered unnecessary. As soon as that happens, business gets into a rut. Ruts do not need to exist very long before they be-

come routes to the graveyard.

No man can hope to attend to every detail himself, but he must be on the job and see that it is done. Moreover, by means of his oversight and care, he must guide the turning of the furrow so that it-will be straight and true.

No one deserve credit for doing their duty, whether it be an individual or a nation.

While in America we finally were brought to see the great danger that confronted us in common with the whole world, and while our men and manufacturers, when given the opportunity, more than fulfilled the demands put upon them, when we consider the sacrifices of France and England our own seems small in comparison.

There is no such thing as making up lost time. Lost time is gone forever.

SUGGESTIONS WORTH WHILE

Daniel Willard, president of the Baltimore & Ohio Railroad, never made more than \$200 a month until he was nearly 40. At 18 he was a track laborer, and he plugged along on inconspicuous railroad jobs for 20 years before he was picked for a big one.

When asked recently about his theory of

success, he said:

"I can only tell you the facts. I have always tried, in every position, to suit my employer, to make myself as useful as I knew how, never bothering about the number of hours I put in if there were things that needed to be done. I have always been an early riser.

"Then, it is well to read up everything within reach about your business; this not only improves your knowledge, your usefulness, and
your fitness for more responsible work, but it
invests your business with more interest, since
you understand its functions, its basic principles, its place in the general scheme of things.

"If you really want to get along rather than

"If you really want to get along rather than to see how easy a time you can have, you must apply yourself whole-heartedly—both during your working hours and your leisure hours—to your business. By having your mind on your work you are apt to learn how to do it accurately, and there is nothing more important than accuracy.

"Then, don't stop after doing what you are told; do that and do that accurately—then find

something additional worth doing.

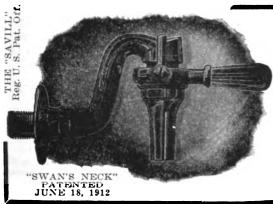
"When the time comes to retrench, when men have to be laid off, if you have made yourself really useful and valuable you will probably not be dropped; you are more likely to be given more important work to do, because your employers will know you will do it right, that they can trust you and depend upon you.

"In my own case I had no special advantages. I had no superior education, no unusual mental gifts, no physical advantages, no influential friends, no money. I worked my way out of the rut by determination to keep right on doing the best I knew how to fill my job, plus, and losing no opportunity to increase my fitness for my job. I never had a chance, or, if so, I failed to recognize it, to do any unusual or brilliant thing, anything spectacular—such as being the hero in any great railroad accident or situation, or sensationally saving some celebrity's life. I simply pegged right along."

The reason there seems to be so few good people in the world is because the newspapers have so little to say about them, while the awful bad folks are so darn well advertised.

Jack Allen, formerly connected with the plumbing department of Lyon & Garrett Co., Red Bluff, Cal., has purchased the plumbing department of Maurice Duncan, the successor to the old firm, and is now engaged in business for himself.





The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Paucet

ONLY faucet with all operating parts within basin. If hands are solled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a

minute.

"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON, San Francisco, Cal., and Los Angeles, Cal.

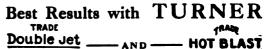


No. 32 Torch. List Price, Each, \$16.00 Ask for dis-count.

There is No Equal

The No. 32 Torch is the best all-around quart combination Torch on the American market, because it will do a wider range of work and do it quicker and better. The burner is made of special generator metal, producing a pure blue flame of intense ducing a pure blue flame of intense heat in wind or zero weather. The tank is made of heavy gauge seamless drawn brass reinforced, making it extra strong and durable, and equipped with Patented Automatic Pump with double springs, which quickly supplies the required air pressure. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFQ. CO., Detroit, Mich., U. S. A



MARK



TORCHES and **FURNACES**

No other line that equals. All progressive jobbers handle Turner appliances. Ask for catalog showing latest improvements. Look up your stock and be prepared for cold weather.

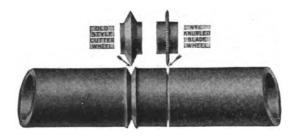
The Turner Br**ass** Works Sycamore, Illinois, U. S. A.



"I'm Nye the Die Man"

Save a Penny a Minute And Your Immortal Soul!

They Cut Without Cuss Words



Made in All Sizes to Fit All Standard Makes of Pipe Cutters

HE NYE TOOL & **MACHINE WORKS**

108-128 N. Jefferson Street, Chicago, Illinois

ANOTHER IMPORTANT DECISION AFFECTING THE CUT-PRICE SITUATION

(Copyright, November, 1918, by Elton J. Buckley.)

Within the last few months the Federal Trade Commission has made two rulings, both of which completely revolutionized business methods at the points affected by them.

1. It ruled that the manufacturer of a trademarked, branded article could not indicate to a dealer what the resale price on his product should be, and could not refuse to sell a cutter merely because he cut.

2. It ruled that a dealer could not sell goods below cost.

Prosecution to enforce both rulings have been instituted. I predicted that the first ruling would be set aside by the first court that got a whack at it, and this has now happened in a decision rendered last week by a United States Court in Virginia in a case against Colgate & Co., the soap manufacturers.

I have also predicted, and I now predict again, that the second ruling will also be over-thrown when a case involving it gets into court.

The Colgate case is interesting, and also important, for besides setting aside the Federal Trade Commission ruling, it flatly decides what—if I may be pardoned for saying it—I have again and again contended, viz.: that a private trader who owns merchandise has an absolutely arbitrary and unrestricted right to sell it, or not to sell it, or sell it on conditions, and that he can refuse to sell it to a cutter for the reason that he cut, or for any reason, or for no reason.

For years Colgate & Co. have sold their products on a limited price plan. They fix resale prices on them which they consider fair, and they insist that every dealer handling them follow those prices. The plan of influencing prices was quite elaborate. It consisted of distributing lists of uniform resale prices, urging dealers to adhere to those prices, informing them that any dealer not adhering to them would be cut off, requesting dealers to inform Colgate of any cut prices they heard of, making investigations to discover cut price sales, placing names of cut-ters on "suspended lists," making those dealers promise not to cut again before putting them back on the regular list, refusing to sell them until they gave those promises and immediately selling them when they did give such promises.

The Government took the position that this constituted an unlawful combination with the dealers who were parties to it, to control a resale price. In other words, the Government followed the Federal Trade Commission's ruling, which meant that Colgate & Co. could not indicate to dealers who bought their products what the resale prices should be, and could not cut off any dealer who refused to observe those resale prices.

The court demolished the whole case in very short order. In a word, it decided that any pri-

vate trader who is selling ordinary merchandise, who has no monoply and who does not seek to control the title to goods after he has sold them, has a right to tell dealers what he thinks a fair resale price should be, and to refuse to sell to any dealer who doesn't sell at that price.

I reproduce enough of the court's decision to support what I have said:

No suggestion is made that the conduct complained of was a monopoly, or was an attempt to monopolize the trade in toilet and laundry soaps, and other articles referred to; that the defendant was in a position to effect such purpose; that its business bore any appreciable proportion to the general extent of the business in question, or that the defendant was under any special duty or obligation to the public, not applicable to all citizens alike in other private business to manufacture its products. There is no charge that the defendant acted in what it did in concert with other manufacturers of soaps, or with other than its own customers separately, or that the prices sought to be maintained were other than fair; nor was any request made, or assurance given, that customers who gave the assurance would in turn require like assurance from persons to whom they sold, or that buyers giving the assurance would also stipulate to buy only from the defendant, or sell only to customers selected by it; and no charge is made that any contract was entered into by and on the part of the defendant, and any of its retail customers, in restraint of interstate trade and commerce.

In the view taken by the court, the indictment here fairly presents the question of whether a manufacturer of products shipped in interstate trade is subject to criminal prosecution under the Sherman Act for entering into a combination in restraint of such trade and retail customers, upon prices claimed by them to be fair and reasonable, at which the same may be resold, and declines to sell his products to those who will not thus stipulate as to prices. This at the thereball thus stipulate as to prices. This, at the threshold, presents for the determination of the court, how far one may control and dispose of his own property, that is to say, whether there is any limitation thereon, if he proceeds in respect thereto in lawful and bona fide manner. That he may not do so, fraudulently, collusively and in unlawful combination with others, may be conceded. (Eastern States Lumber Association vs. United States, 234 U. S. 600, 614.) But it by no means conceded. follows that being a manufacturer of a given article, he may not, without incurring any criminal liability, refuse absolutely to sell the same at any price, or to sell at a named sum to a customer, with the understanding that such customer will resell only at an agreed price between them, and should the customer not observe the understanding as to retail prices, exercise his undoubted right to decline further to deal with such person.

Authorities to sustain this view might be cited almost without number.

The pregnant fact should never be lost sight of, that no averment is made of any contract or agreement-having been entered into, whereby the defendant the manufacturer, and his customers, bound themselves to enhance and maintain prices, further than is involved in the circumstance that the manufacturer, the defendant here, refused to sell to persons who would not resell at indicated prices, and that certain retailers made purchases on this condition, whereas, inferentially, others declined so to do. No suggestion is made that the defendant, the manufacturer, attempted to reserve or retain any interest in the goods sold, or to restrain the vendee in his right to barter and sell the same without restriction. The retailer, after buying, could if he chose give away his purchase, or sell it at any price he saw fit, or not sell it at all, his course in these respects being affected only by the fact that

he might by his action, incur the displeasure of the manufacturer who could refuse to make further sales to him, as he had the undoubted right to do. is no charge that the retailers themselves entered into any combination or agreement with each other, or that the defendant acted other than with his customers individually. It cannot be said that the defendant has no interest in the prices at which its goods shall be sold. On the contrary, it had a vital interest, in so far as cutting the same would tend to demoralize the trade and might have been more injuriously affected by the result of this disorganization, than the public would be benefited by a temporary reduction in the prices of its products. The sale of the defendant's particular soaps cannot be said to be a necessity, or that the same bears a large proportion to the entire manufacture of soaps of the kind and grade involved. The successful prosecution of the defendant's business, and the continued use of its soap by the public, depend upon its ability to find and maintain a market for its output. Price cutting would almost inevitably result in reducing the defendant's business in a given community, to only those engaged in that practice, and deprive it of the patronage of the great body of wholesalers and retailers engaged in what they believed to be a fair and legitimate conduct of their business. It by no means follows that, in the end, the public would be benefited, as the price cutter could easily raise prices after the demoralization caused by his conduct had been brought about, and profit individually by so doing. What the public is interested in is that only reasonable and fair prices shall be charged, for what it buys, and it is not claimed that the defendant's manner of conducting its business has otherwise resulted.

In the instant case, the court's conclusion is that the averments of the indictment, when carefully considered, and read in the light of the defendant's inalienable right to deal lawfully with it own property, the handling, trading in and disposing of which is made the subject of this indictment, fail to charge any offense, either in restraint of trade and commerce, under the Sherman Act, or any other law of the United

States.

Doubtless this case will be appealed and it may be reversed, though in my judgment there is small chance of that, as the decision is not in conflict with the United States Supreme Court

at any point.

What bearing will this case have upon the cut price situation. It restores to the manufacturer, or anybody selling branded merchandise, all the power he ever had to influence the resale price of his product, viz.: the power to tell a dealer, "I think you ought to resell this at \$1 and I shall expect you to do it," and the power to cut the dealer off if he refuses to get a dollar. The power which is still denied to the seller, and which this case does not restore to him, is the power to control the article itself after it has been sold. If a dealer buys on condition that he will resell at a certain price, and violates the condition, all that the seller can do is to refuse to sell him again; he cannot force him to sell at the dictated price.

When the late Bill Nye was planning to start his weekly paper, a friend one day propounded this question:

"Bill, is your paper intended to reach any

special class?"

"You bet," replied the bald-headed humorist, "the class that has \$2."

Make your customer this proposition



"Try this screw driver at our risk"

If you have used a Crescent Hamr Handle screw-driver yourself, you know how safe we are in making this offer to your customers.

You, of course, take no risk at all, because we stand behind our guarantee.

There is satisfaction in selling, as well as owning, Crescent quality tools. If you haven't stocked this Crescent, order some from your jobber today.

Three sizes, retailing at 65c, 70c and 75c

CRESCENT TOOL COMPANY Jamestown, N. Y.



WE NEED AMERICANIZATION

It has been discovered that although this country is called the "melting pot" of nationalities, there are millions of foreign-born citizens or residents here who do not speak English, who have not the proper conception of what the United States stands for.

The war has shown us foreign islands of population in our midst.

Ex-Senator Lafayette Young told the Americanization committee of hundreds of schools in the West where Germany's national songs are better know than the "Star-Spangled Banner."

Most people like fair play. It is therefore necessary to "Americanize" these foreign elements, in order to secure their cooperation.

What is Americanization?

It means bringing home to those "foreign in spirit" the true greatness of America, the understanding and appreciation of America's viewpoint, of our national holidays, of our standards of living, of our love of the "square deal," to speak well of our Government, to think well and speak well of our institutions, of the necessity to do our work well in the shop and factory and office, of the nobility of tolerance and respect for ALL the nationalities that seek a new home in this country.

It means the combating of any anti-Ameri-

can agitation, schemes and plots.

It means the use of one common language, the respect for America's laws and the desire to obey them and uphold them, the abolition of racial, religious or other prejudices, the elimination of all causes for unrest, disloyalty and disorder; in brief, everything that tends toward that true patriotism that is willing, not only to die for one's country, but also to live for it, to have its welfare in mind day and night.

ONE WAY

The boss of a woodworking shop in West Philadelphia was examining an Irishman as to his fitness for a job as a cabinet maker.

After a somewhat lengthy examination the foreman asked: "How would you make a Venetian blind?"

"I'd poke him in the eye wid me screw driver." answered the tired Celt.

STUDYING THE CASE

"You're under arrest," exclaimed the officer, as he stopped the automobile.

"What for " inquired Mr. Chuggins.

"I haven't made up my mind yet. I'll just look over your light, an' your license, an' your numbers, an' so forth. I know I can get you for somethin'."

TEN BUSINESS RULES

(Helen P. McCormick, official booster for the city of Binghamton, N. Y., offers the following suggestions:)

1. Keep human; business depends on the

human equation.

2. Courtesy is the first law of business.

3. The knowledge of a man or woman's name is open sesame to confidence.

4. Don't expect interest if you are not ready

to show it.

5. Artistic display of goods is half the sale.

6. Every dollar invested in a good clerk will return a hundred-fold.

7. A good location is money in the bank.

8. Variety is the spice of shopping.

9. Price, style and quality are all greatly to be cherished, but the greatest of these is style.

10. It is not always the butterfly who buys the most goods.

THE YOUTH'S COMPANION

"When a man ain't got a cent, and he's feelin' kind of blue."

Those who are responsible for the welfare of the family realize the imperative need of worth-while reading and what it means to individual character, the home life and the State. Everywhere the waste and chaff, the worthless and inferior, are going to the discard.

The Youth's Companion stands first, last and continually for the best there is for all ages. It has character and creates like character. That is why, in these sifting times, the family turns to its 52 issues a year full of entertainment and suggestion and information, and is never disappointed.

It costs only \$2.00 a year to provide your family with the very best reading matter published. In both quantity and quality as well as in variety, The Youth's Companion excels.

Don't miss Grace Richmond's great serial, "Anne Exeter," 10 chapters, beginning December 12.

The following special offer is made to NEW subscribers:

1. The Youth's Companion—52 issues of 1919.

2. All the remaining weekly issues of 1918.

3. The Companion Home Calendar for 1919.
All the above for only \$2.00, or you may include

4. McCall's Magazine—12 fashion numbers. All for only \$2.50. The two magazines may be sent to separate addresses if desired.

THE YOUTH'S COMPANION'
Commonwealth Avenue and St. Paul Street,
Boston, Mass.

New Subscriptions Received at this Office.

If you only care enough for a result, you will almost certainly attain it.—William James.



KEEPING TAB

Keep tab on yourself.

Analyze yourself, as the chemist takes a compound or substance and resolves it into its elements.

Put yourself through a rigid examination. Ask yourself:

"Am I vigorous or weak, poised or nervous. neat or careless, at ease or embarrassed?

"Is my voice pleasing or harsh, clear or

indistinct, low or high?

"In my personal relations with others, do I appear to stimulate or suppress; do I win the cordial co-operation of others or do I antagonize them?

"Am I sympathetic or harsh, strict or lax, even tempered or irritable, tolerant or intolerant, dignified or undignified, courteous or rude. encouraging or nagging, firm or weak, tactful or blundering, enthusiastic or diffident, quick or slow to react, quiet or noisy, systematic or disorderly, resourceful or dependent?

Learn your merits and your deficiencies.

So shall you learn to augment the former and eliminate the latter. And the result will be growth in wisdom and power.

Every man expresses himself in his own work. Some expressions are lamentably poor and others mighty fine.

If you want to work for the kind of a firm, Like the kind of a firm you like, You needn't slip your clothes in a grip, And start on a long, long hike. You'll only find what you left behind, For there's nothing that's really new: It's a knock for yourself when you knock your

It isn't your firm—it's you.

HE KNEW

Banker—Do you know anything about checks and drafts?

Applicant-Yes, sir. I've run our furnace for years.



Butterfly Valve required.

Lane Burner brings Cherry Red for hard-ening in 1-3 time required by Bunsen. A necessity where quick intense heat is

Pays for itself in a day's use. Invaluable for hardening, soldering, braz-ing, melting, experimental and laboratory

Butterfly Valve regulates heat from moderate to a Blast of 2000 degrees.
Shut off Valve—Ever Ready Pilot, Tight Gas Tank, Fixed Combustion Chamber always ready, Gas Connector that connects and stays connected.

Adopted by all advanced shops.

LANE MFG. CO., 21 Vose Ave., South Orange, N. J.



PIPE TOOL DIVISION

Greenfield Tap & Die Corporation

Greenfield, Massachusetts

New York, 28 Warren Street Chicago, 13 South Clinton Street Detroit Office, 74 Congress Street, W.

Canadian Plant, Wells Brothers Company of Canada, Ltd., Galt, Ontario

Abe's Epigrams

"A small leak will sink a great ship."

T is only lately that we are coming to realize the tremendous significance of small habits of wastefulness, of apparently trifling extravagance, and of what we have always considered inconsequential losses.

Even before the war, there had been much talk about efficiency—and much of what we heard was glib and smug and of little account,

simply because it was superficial.

The war brought us face to face with the need of real efficiency which we now call conservation. As a people, we suddenly became conscious of the tremendous sums of money, mounting up into the billions, which the saving of a penny here and another there would effect; of single slices of bread and spoonfuls of sugar in terms of needy millions; of the cumulative value of Thrift Stamps and Liberty Bonds; of the wastefulness of carelessly spent moments and loosely kept ideals.

We have come to realize that the good of one is the good of all. If you waste coal, my coal costs me more; if you are careless about your sanitary arrangements, my family may suffer from illness; if you use business methods which are unwise, you may force me, as your competitor, to take a loss also. We sink and swim

together.

The reconstruction period following the war is bound to be marked by a finer appreciation of values and a closer hewing of the line. It is parsimony, not economy, to hide one's talents in a napkin. Failure to use what we have is always followed by its loss. Waste of ability and waste of opportunity are the worst leaks of all. The man who never does anything is the only one who never makes a mistake.

Keep the ship business snug and ship-shape, her decks cleared for action, and her engines running without a skip. Look out for the small leaks and keep her headed straight for the goal of Bigger Things. "Buyers want an hundred eyes, sellers none."

To look over the wares offered for sale by many a business man, one would almost suspect him of having played the game of "Blind Man's Buff." Once upon a time it was possible to barter gaily colored beads, bright calico, and even a keg of rum, for rich furs, priceless ivory, or valuable lands. But that primitive time is past and the man who thinks that he can do business along aboriginal lines has another think coming.

The average American citizen has cut his eye teeth. He is discriminating as to values. He is pretty certain to get posted before he parts with his coin, and if what you offer him does not compare favorably with what is offered him elsewhere—why, he goes elsewhere!

You'd do it yourself, wouldn't you!

Then if your customer buys in a hurry or is convinced by smooth-sounding arguments which are not borne out by facts, you are the loser in the end. Permanent business can only be built upon the foundation of confidence and reliability. Every person, no matter how insignificant, has an influence, and those dependent upon the buying public should remember that: "You cannot tell by the looks of a frog how far he can leap."

There never was a time when it was more necessary for the buyer to have a hundred eyes than now. Fortunately it is easier to use those eyes than ever before. Industrial laboratories, special guarantees, comparative tests, and a thorough knowledge of the material and the market, are all necessary to be sure that you are offering the best for the money which can be procured.

If you use a hundred eyes (your own and others who will help you), in buying, you will have no trouble in selling, for the goods properly displayed or represented to the public and well advertised, will find a market for themselves.

KLINE CALENDAR AND ANNUAL MEMORANDUM BOOK

It would hardly seem that the new year could properly begin for the plumber unless he should receive the useful calendar and memorandum book which M. L. Kline, the well-known Portland jobber, annually distributes.

This useful desk and office memoranda has come to be regarded as a part of a plumber's equipment, and as usual, Mr. Kline will distribute these to the trade generally.

Any of our readers who do not receive their copy have only to make the request and Mr. Kline will see that they are promptly distributed.

There is an increasing demand for these each year, as plumbers find them most useful and convenient.

Assistant to old lady who has handed in a misspelled telegram — What's this word, please?

Old Lady—Never mind that, miss; it's none of your business. They'll know at the other end.

Doctor—"Your throat is in a very bad state. Have you ever tried gargling with salt water?" Skipper—"Yes, I've been torpedoed six times."



YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK EVER MADE ----- YOU SPECIFY B. B. HIGH PRESSURE BALL COCK



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including Alinch

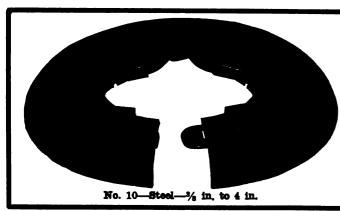
thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight.

No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY Bacon and Flimpton St., Waltham, Mass.



Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand!

Our No. 10, ullustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co. Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative W. ERWIN GILCHRIST

681 Market Street San Francisco, California



Holiday Greetings

WE WISH YOU A MERRY CHRISTMAS AND SIN-**CERELY TRUST THAT** THE COMING NEW YEAR WILL BRING THE BEST YOU HAVE EVER KNOWN IN HAPPINESS AND SUCCESS



Otto Bernz. Newark. N. J.

"ALWAYS RELIABLE" Torches and Furnaces

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa.

Factory, Oakmout, Pa.

Menace of Paternalism

Need for Sober Reasoning

(By Otto H. Kahn)

(Editor's note: The following is the closing chapter of an address delivered by Otto H. Kahn before the American Bankers' Association recently. This address has been published in booklet form and any of our readers desiring a copy of the booklet, which we assure you is well worth careful study, can obtain a copy without charge by addressing Otto H. Kahn, 52 William St., New York. The tendency of the times to the furtherance that has been given to socialistic doctrines by many politicians seeking to perpetuate themselves and their associates in office, is a subject that needs your study.)

T is easy to float with the prevailing surface currents of the day, and tampeting one's utterances to sentiments which are face currents of the day, and tempting to attune one's utterances to sentiments which are sure to meet with popular applause. But the value of an exchange of views lies in the difference of views honestly held and presented. It is through free discussion, through the meeting of conflicting opinions in the public forum, that the truth is sought and ascertained in a republic.

And Truth is a stubborn and exacting thing. She will respond neither to the stormy wooing of the visionary nor to the more subdued call

We business men shall not be accused of following visionary aims. Nor, on the other hand, are we any more selfish than is inherent in the imperfections of average human nature. But what the time imperatively calls for is that we rise above our normal selves, that to the best of our conscience and ability we cast aside self-interest and class interest and that we merge ourselves in the great and high task to which the nation has set its hand.

It is with a full appreciation of this obligation resting upon every one of us-and especially those of us who for the moment are permitted to speak publicly to and for business men-and with an earnest desire to meet this obligation to the best of my conscience and judgment that I have reached the views and conclusions which I have ventured to express before this influential body.

The other day, I heard a distinguished labor leader pronounce a statement which, as far as I have retained it in my memory, runs as fol-

"I have always done, and shall always do. my utmost to bring about the maximum of democracy, of social justice, and of opportunity for all and to establish the very best possible conditions for the masses of our people, to the extent that these things do and can conform to the practically attainable at the time without doing more harm than good. To the extent that they are not so attainable, I am willing to discard them or defer them to a more propitious time."

I wholly subscribe to that and I do not see how any genuine adherent of democracy and well-wisher of humankind can fail to subscribe

A few days later I came across an article by that gifted and clear-thinking statesman. Senator William E. Borah, in which, referring to tendencies which would make of the United States "a Republic in form but a bureaucracy in fact," he uses the following language:

"It may be possible to devise some system of government more deadening to individual initiative, more destructive to human progress, more burdensome to the people than a bureaucracy, but so far God, in His infinite mercy, has not permitted it to curse the human family. Up to date, the worst of all forms of government is a bureaucracy."

And to that also I subscribe.

The picture of bureaucratic paternalism fastening its shackles upon a nation, which went to war to preserve liberty, is not a fanciful one. Through the accident of war, paternalism at present rules supreme. That is inevitable in war time.

We are not criticizing or complaining of the present facts, we are thinking of the future. Officialdom is in possession. It is entrenched in power beyond what it dared to hope for in its fondest dreams. And power is sweet. Officialdom and those who feed at its table will not easily give it up. It is but human nature that they should come really to believe and endeavor to induce the people to believe that it is for the best to leave in the Government's charge permanently much of that which has been confided to it in the stress of the emergency of war.

Bureaucracy has, and will have, an array of plausible arguments to support its plea. I heard a Government official exclaim dramatically in the course of a speech before a great

meeting:

"If such and such a measure is good enough for us to adopt in war times, when our sons and brothers are offering their lives abroad. why is it not good enough for us to continue to have in peace time, when our sons and brothers will again be leading their lives in our midst?

The answer is, of course, that war is, fortunately, an utterly abnormal condition and that much of what is appropriate and needful in war times is inapplicable, harmful and even pernicious in peace times. But the answer was not given, and the orator's question was greeted with approving applause.

Politicians and Officeholders Want It

Paternalism, under a variety of names and disguises, will have the support of the vast army of those who live or hope to live on its huge patronage. It will have the support of the popularity-seeker, the opportunist and the demagogue; of many who are rightly desirous to further social justice, but do not go to the effort of painstakingly studying and critically examining in the light of reason and experience, the ways and means which are available to that end "without doing more harm than good," and of some who are moved by envy (consciously or, more often, unconsciously) towards those who have been materially successful.

It will have the support of numerous dwellers in air castles who want to see the world regulated and ordered after the pattern of their dreams, and of the socialist who sees in the assumption by the Government of various functions heretofore left to private enterprise, and of various regulating activities heretofore left to the free play of economic forces, the first step towards the adoption and realization of

his full program.

The movement will be countenanced by many who do not sufficiently appreciate, in the face of the lessons of all history, ancient and modern, that the only free governments which ever lasted, or ever can last, was and is a government which gives the broadest scope to the individual, limited only by equally broad but wisely conceived regard for the general welfare.

Liberty means neither uniformity nor the rule of mediocrity. Liberty is strong enough and conscious enough of its strength not to fear but to foster individual capacity. If political liberty is not the sum of individual liberties, fairly ordered and reasonably restrained, it is not liberty at all.

It would be a tragedy, if it were to be permitted that whilst our boys are fighting for liberty, the great and splendid structure of ordered and enlightened freedom and covenanted individual rights, which was handed down to all Americans should be invaded by that most insidious foe of liberty, paternalism, with its allies and close relatives, bureaucracy and socialism.

It would be a grievous afflication if under the emotional stress and turmoil produced by war, our people were to tolerate doctrines to take a footing on our soil, which their sober wisdom heretofore has scornfully rejected as will-o'-the-wisps and as un-American.

It would be bitter irony of fate if whilst democracy triumphed on the bloody fields of war over that arch representative of the paternalistic system and spirit, Germany, our own governmental and social conceptions and prac-



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CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A. tices were to be infected with the Prussian poison of paternalism and bureaucracy.

The illustrious men who founded the United States of America gave us the wisest instrument of government which the wit of man has ever devised. Gladstone called it "the most wonderful work ever struck off at a given time by the brain and purpose of man." A great British jurist referred to it as "the bulwark of American individualism." Faith in individual effort, and the aim to give it incentive and protection are of its very warp and woof.

Under that instrument this Republic, through test and trial and storm, has lived for a century and a half—a space of time longer than any other genuine republic has ever endured. While prospering materially beyond all parallel, it has maintained high and noble ideals. While devoted to the arts of peace, it has preserved its sturdy virility and, whenever called upon, has splendidly demonstrated its undiminished martial prowess. It has been the land of opportunity, beckoning to and drawing hither men and women from all countries of the world.

We do not pretend that it has achieved perfection in its social conditions, we earnestly desire ever further progress towards that end, but we do claim that it has offered and offers to the masses of its people a fairer and larger field and more of reward and of well-being than exists anywhere else.

Gentlemen, it is the task and the duty of all men and women having a stake, material or spiritual, in the present and future of the nation, to resist those who would remove or loosen the cornerstone on which our institutions rest—individual effort. And amongst those who are called to that task and that duty, the business men of America have a leading place.

We yield to none, either in the intensity of our patriotism or in the earnestness of our desire to bring about the greatest attainable well-being for all the people. We look ahead, after victory and peace shall have been achieved, to a forward movement, to an ever more widely, diffused prosperity, to opportunities and achievements in the field of the material as well as of the ideal, such as has rarely fallen to the lot of any people, provided always that our country remains steadfast to its tried and tested principles and time-honored traditions, wisely and fairly and progressively adjusting their application to the needs of the day.

To that end, we must stand together, counsel with each other and work together. We must give voice to our convictions. We must become a militant phalanx in the cause of that which we profoundly believe to be right and wise and just and making for the greatness of America and the happiness and welfare of her people.

We are living in a portentous time, big with the destiny of the world, for good or ill, for generations to come. The problems of the immediate future loom large before us.

That nation which will best know how to combine the dictates of social justice with incentive and protection to individual effort will secure the prize of world leadership no less than of opportunity, well-being and contentment for the masses of its own people.

Some fifty years ago, President Lincoln ad-

dressed these words to Congress:

"You cannot, if you would, be blind to the signs of the times. I beg of you a calm and enlarged consideration of them, ranging, if it may be, far above personal and partisan politics. . . . So much good has not been done, by one effort, in all past time, as in the Providence of God it is now your high privilege to do. May the vast future not have to lament that you have neglected it."

Our collective responsibility as well as the responsibility of each patriotic and thoughtful American is heavy indeed in the face of the times and the signs of the times.

Well may we pray that the spirit of that noble invocation and the tolerance and moderation, the deep human understanding and wise, dispassionate vision of the immortal American who uttered it, may lead and inspire the American people and those constituted by them in authority, in the trials of the present and the perplexities of the future.

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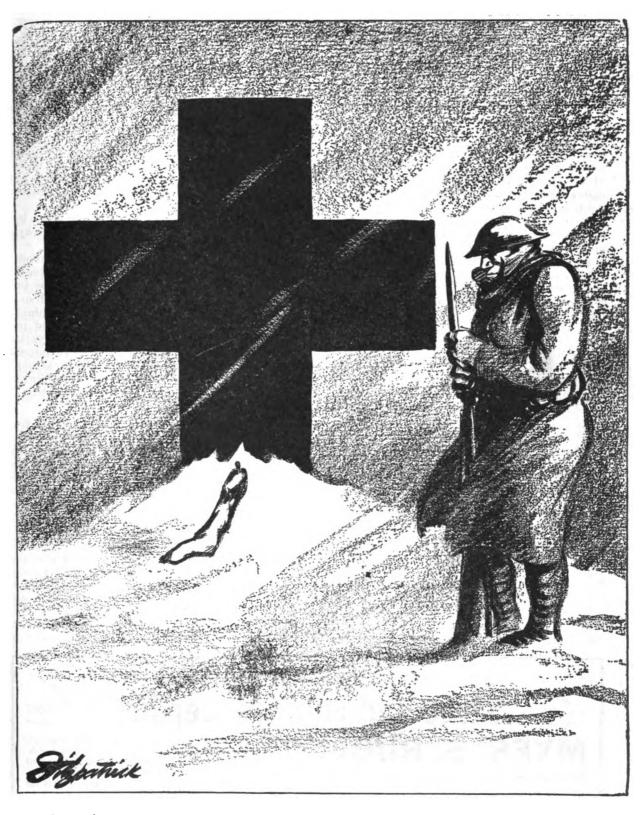
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FILL HIS STOCKING WITH A CHRISTMAS MEMBERSHID.

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Well may we pray that we be vouchsafed the guidance of that spirit both in the solemn days of sacrifice and consecration through which we are passing, and in the high task of making fruitful, for the good of our own country and of all the world, the victory and the triumph which will crown our righteous cause.

HUMIDITY VS. HEALTH

Probably the most important subject of the day is fuel. Already with the Winter season hardly upon us, we begin to look with alarm at the fuel pile. The poor man with hardly enough surplus cash to allow the purchase of a whole season's supply wonders how long his few loads will last.

The landlord with tenants clamoring for more heat and with poor storage facilities faces a more serious problem. Everywhere, in stores, factories, offices and homes, the story is the same; still, 25% of the fuel used this Winter will be wasted. Think of it, in every city and in all parts of the country, fuel so precious that some will freeze for want of it, and the waste is needless.

Have you ever tried using some water and not so much coal? Have you ever tested the atmosphere of your home, office, or workshop to find the percentage of moisture in the air?

Without this moisture nothing can live, yet few of us realize how little we know about it, what its effect on our health and comfort.

When one speaks of humidity our friends look bored. They will read the thermometer or be interested in a barometer; they wonder why some days when the thermometer reads low they feel warm and again when in a building heated to 75° or more it is chilly. This seeming uninteresting subject is one you need to know about.

If your home, office, store, or shop, feels chilly when the thermometer reads 68°, you had better find the reason. If you don't, pneumonia is apt to be the result.

Homes Dryer Than the Desert

While the atmosphere of our houses, in Winter, is not entirely devoid of humidity, it

is so nearly so as to be very injurious to health. The statistics of prominent health authorities show us that in the average home heated by steam and hot water, at a temperature of 72° F., the relative humidity is below 24%, while with hot air furnace heating it falls as low as 18%—less than obtains on a desert.

The Pneumonia Period

Stepping from this died-out "indoor climate" into an outside humidity of about 70%; is it any wonder that such a sharp and violent change is productive of harm, particularly to the delicate mucous membranes of the upper air passages? The pneumonia period is the season of artificial heat in living rooms.

Under the old methods of heating used by our forefathers a kettle of water was always

kept on the stove.

It is a fact that the tension of a schoolroom, full of fidgety, nervous children, can be almost instantly and very greatly reduced by the introduction of vapor into the room. Dr. Henry Mitchell Smith, in his book on "Indoor Humidity," says: "It was most interesting and instructive to find that on the perfect days in May and early June, with all the windows open, admitting freely the outdoor air, a thermometer stood at 65° to 68° F., and the hygrometer registered about 60% relative humidity."

Water Instead of Coal

If a room at 68° F. is not warm enough for any healthy person, it is because the humidity is too low, and water should be evaporated to bring the moisture up to the right degree. In other words, water instead of coal should be used to make rooms comfortable when the temperature has reached 68° F.

It is a very simple matter to find the humid-

ity any place at any time.

The Tycos Hygrometer is based on the principal that evaporation cannot take place without a loss of heat, and the greater the evaporation the lower will be the temperature of the surface from which the evaporation takes place.

The dry bulb thermometer is exposed to the temperature of atmosphere. The wet bulb has a silk wick attached which ends in a cistern of

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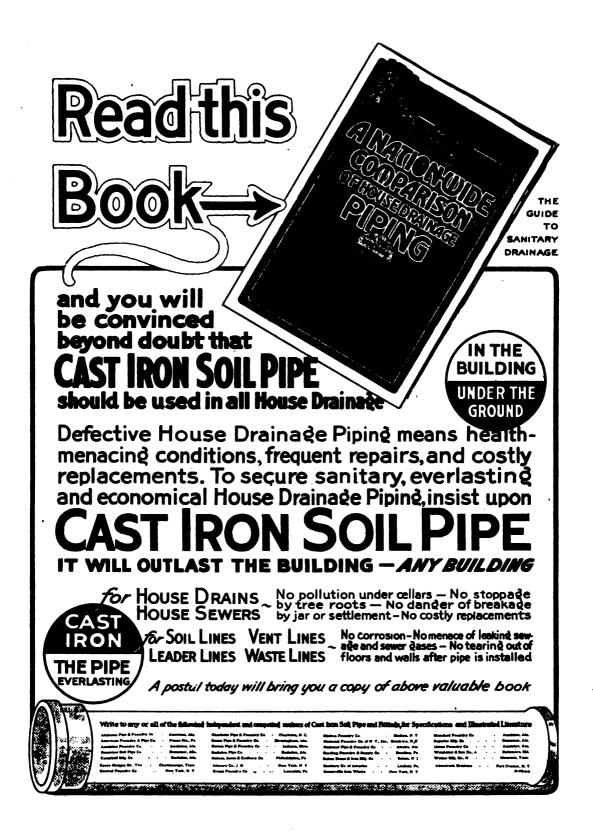
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water which keeps it moist. The dryer the air the greater the evaporation, and the greater the difference in the reading of the two thermometers, thus—should the dry bulb read 68° and the wet bulb read 54°, the humidity would be 39. But should the wet bulb read 58°, the humidity would be 55.

With the low reading you would be chilly. With the other reading you would be com-

fortable.

Every instrument has a set of tables which makes the matter so simple that a child can read them. This instrument is for wall use. For places where a portable instrument is needed, such as dry kilns or refrigerators, or weather bureau work, an instrument called the sling Psychrometer is used.

It is made on the same principal, only the two thermometers are mounted on a narrow metal strip with a handle which allows it to swing in a circle. It can be used without the aid of charts or tables, and for accuracy and

speed it is unexcelled.

Another instrument which, because of its simplicity, is favored by mills and factories is the Tycos Hygrodeik. This instrument consists of the two thermometers mounted at the extreme edge of a triangular chart with lines on the chart running from the dry bulb. An adjustable pointer is swung to the reading of the wet thermometer, then down back to the line that starts at the reading of the dry bulb. Then at the bottom of the pointer is found the humidity.

This instrument, while more expensive than the rest, is the simplest of all; and speaking of expense, there is not a home or industrial plant, office building or store but would find that any of these instruments had more than paid for itself before the buds appear in the

Spring.

Paid for itself in increased output, better health, less headache, less colds, and above all, less fuel.

Woodard, Clarke & Co., Pacific Coast distributors for the Tycos instruments, are finding an unusual demand for these goods.

Keep this great fact in mind—People Will Build. The less they do Today, the more they'll Have To Do Tomorrow. Today's dearth of business is merely an extended Sabbath closing. Monday has always come and always will come until the end of time—and then you won't care anyhow.

Hope always helps the hustler.

It always argues a base and cowardly temper to whisper secretly what one dare not speak to a man's face. Therefore, be very cautious in speaking of these three sorts of persons: namely, the innocent, the dead, and the absent.

SARAH BERNHARDT'S TEN COMMAND-MENTS

1. Have one chief, absorbing interest in life.

2. Have other interests, little interests, of life to keep you from becoming one-sided.

3. Decide what are the essentials of your life

and concentrate upon them.

- 4. Be interested in everything that happens for the moment, but do not let the interest become too deep.
- 5. Eat what you like when you like, but not as much as you like.
- 6. Do not let the material profane the spiritual.

7. Drink much water and lemonade.

8. Sleep whenever and wherever you are sleepy.

9. Stop to rest for a minute, many times a

day. These little rests prolong life.

10. Find your work, then regard that work as a pleasure, not a penalty.

EMBARRASSING MISSIVE

"May I ask what is causing you so much perturbation?"

"I have just received a questionnaire and

must fill it out at once."

"But you are too old to be drafted."

"Of course. This is from Friend Wife, who is out of town. It concerns my movements for the past week."

The optimism that merely extracts skimmilk consolation from past happiness is away down in the batting list compared with the optimism that plans future achievements.



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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use those prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION— Blank Rim Fire— Black	: Smkle.		1.80 8 drs. x 1 1/2 oz., 24 grs. x 1.55 1 1/2 oz. drop shot 1.25
Semi-Sm	kls.	88 Winchester 1.65	2.05 8 % drs. x1 % os., 26 grs.
22 Short\$.1	5 8		1.50 x 1 % oz., drop shot 1.25
82 Short	5	41 Colts Long DA 1.60	1.75 8% drs. x 1% ox., BB shot,
82 B. & W	<u> </u>	44 Bull Dog 1.85	drop shot 1.80
88 S. & W	Q	44 S. & W. Amer 1.75	1.95 81/4 drs. x Buck shot, drop
88 Long Colt 1.2	<u> </u>		1.95 shot 1.85
44 W. C. F 1.5	0		2.10 16 2% drs. x % oz., 22 grs. x
Shot Rim Fire—	E 80	44 Webley 1.50	% oz., drop shot 1.20
22 Long	5 .60		2.05 2% drs. x % os., BB shot,
82 Long 1.0 Shot Center Fire—	•		2.10 drop shot 1.25
82 8. 4 W	5	Center Fire Military	2.50 20 2 ¼ drs. x % ox., 18 grs., x
82 W. C. F 1.8	ŏ :::	and Sporting-	% oz., drop shot 1.15 Peters' Ideal and Premier, Win-
88 S. & W 1.1			1.40 chester Leader or Remington
88 W. C. F 1.5	o	250-8000 Savage	1.95 U. M. C. Arrow—
44 W. C. F 1.5			2.55 12 8 % drs. x 1 % oz., 26 grs. x
44 X. L 1.6	0 1.80		2.55 11/2 oz., chilled shot 1.35
44 Game Getter 1.5	0 1.60		1.30 8½ drs. x 1½ oz., 28 grs. x
Rim Fire, Ball-			1.30 1 % oz., chilled shot % 1.40
BB Caps			1.20 16 2% drs. x % oz., 22 grs. x 1.20 % oz., chilled shot 1.30
CB Caps		4 3434 IF G 31	1.20 % oz., chilled shot 1.80
22 Short			1.85 20 21/4 drs. x % ox., chilled 1.85
22 Long			
22 Long H.P			1.85 2½ drs. x % oz., chilled shot 1.85 1.85 Trap Loads—
22 Long Rifle			2.05 12 3 drs. x 1 1/4 oz., 7 1/2 chilled 1.35
22 Long Rifle H. P 4			1.85 8 % drs. x 1 % oz., 7 % chilled 1.40
22 W. R. F			1.85 Black Powder and Semi-Smokeless
22 W. R. F., H. P			2.05 Loads
22 Win. Auto			1.85 12 3 % drs. x 1 % os., drop shot 1.05
22 Win. Aute, H. P	•	82 Remington Rimless	1.85 Caps and Primers—
25 Stevens		82-40 Winchester 1.05 82-40 Winchester HV	1.20 Percussion
82 Short			48
82 Long		82 Winchester Special	1 85 Deimann, 050 in han
88 Short 1.0	0		1.80 Empty Paper Shells—Black Pow.—
88 Long 1.0	0	85 Remington Rimless	1.55 12, 16, 20 Gs. per 100 1.50
41 Short 1.0	5		1.95 10 Ga. per 100 1.65
Center Fire Pistol-		85 Winchester Slf. Ldg	2.55 For Smokeless Powder, Repeater or
22 Win. 88 1.8	0 1.50	851 Winchester Slf. Ldg	2.85 Nitro Club Target and High
25 Colts Auto	1.85	88-55 Winchester Lead. 1.80 88-55 Winchester HV	1.55 Gun—
25-20 Single Shot 1.5 25-20 Win 1.8		88-56 Winchester 1.80	1.65 12, 16, 20, 28 Ga. per 1.55 100
25-20 Win HV		40-60 Marlin 1.35	10 0
7.68 MM-Mauser		40-60 Winchester 1.35	1.55 Leader or Arrow Ideal and Pre-
7.65 MM-Mauser		40-65 Winchester 1.85	1.65 mier—
9 MM-Luger		40-70 Winchester 1.40	1.65 12, 16, 20, 28 Ga 2.80
32 Colts Auto		40.72 Winchester 1.40	1.65 10 Ga. per 100 2.40
82 Colts Short 1.0		40-82 Winchester 1.40	1.65 Empty Brass Shells—
82 Colts Long 1.1		401 Winehester Auto	1.55 Best Qual. 12, 16, 20,
82 Colts Police Positive. 1.1 82 S. & W 1.0		405 Winchester 1.40	2.20 28, Box 25 2.75
82 S. & W. Long 1.1	5 1.35	45-70-405 Government. 1.40	2nd Qual. 12, 16, 20, 1.60 28, box 25 2.19
82-20 Marlin 1.4		45-75 Winchester 1.40	Wads—
82 Winchester 1.4	0 1.80	45-90 Winehester 1.50	1.65 Cardboard, box 25020
82-20 Win HV	. 1.60	SHELLS, LOADED-	Black Edge, Reg., box
85 S. & W. Auto	. 1.55	Peters' Target and High	Jun, 250
88 Colts Auto		Winchester Repeater or I	tem Black Edge, ¼ in., 125
88 Colts Short 1.3		ington U. M. C. Nitro Club-	
88 Colts Long 1.3 88 Colts Police Positive. 1.2		12 8 drs. x 1 os., 24 grs. x 1 oz., drop shot	Black Edge, ¼ in., 250 1.25 in box
	-A W-		The Comment Was W. 55

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4½ White, \$3.25 each; No. 231, 8½ Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4½ Sierra, \$3.00 each; No. 238, 5 ½ White, \$3.50 each; No. 238, 5 ½ White, \$3.50 each; No. 44, 4½ White, \$3.55 each; No. 44, 4½ White, \$3.55 each; No. 44, 4½ White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 238, 4½ Sierra, \$3.50 each; No. 2, 20-1b., \$6.50; No. 2, 30-1b., \$7.50; No. 4, 40-1b., \$3.75; No. 5, 50-1b., \$10; No. 6, 60-1b., \$11; No. 7, 70-1b., \$12; No. 8, 80-1b., \$13. Trenton—80 to 425 lb., 22½c lb.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 23½c lb.; 50 to 59 lb., 24½c lb. With Clip Hora, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20½e lb. APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60e.

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Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, ½-lb. balls, 80c each.
Wicking, ½-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.

AUGERS-Greenlee Carpe	mters N	ut, No.	57.		
Size 1/2	%	*	%	1	114
Each\$1.00				\$1.85	\$1.65
Sise				2 1/4	8
Each			83.65	84.00	88.00
Greenlee Ship,		V 0.00	40.00	4-100	40.00
16ths 8-10	11-13	18	14	15	16
60 each\$1.60	\$1.75	81.75	\$1.85	\$1.95	83.00
62 each 1.95	3.00	2.00		2.20	2.25
16ths 17	18	19	20	21	32
60 each\$2.15	83.25	82.80	82.40	82.50	83.50
62 each 2.50	3.65	3.60	3.80	8.15	8.15
16ths 28	24	25	36	27	28
60 each\$2.85	88.00	\$8.80	88.45	88.75	84.10
62 each 8.50	8.60	8.65	8.75	4.10	4.40
16ths 29	80	81	82		
60 each\$4.40	84.70	\$5.00	\$5.85		
62 each 4.70	5.85	5.95	6.25		
AXES-Boys' Handled, 1	Blue W	ing, \$2.	.00 eacl	; Pace	maker,

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pasemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 8-4, \$2.75 each; Dreadnaught, 8-4, \$2.75 each; Dreadnaught, 8-4, \$2.75 each; Tuff Temper, 8-4, \$3.25 each; Tuff Temper, 8-4, \$3.25 each;

(Continued on page 147)

	L.	G. ENAMELED WAL		
Oval Foot Baths.	150	Drinking Oups.	220 2.00	Oovered Bake Pans.
1	850	09	2121 1.20	Round Bake Pans.
1 1.40 2 1.65 8 2.00	450	8	2141 1.45	20
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Ooffee Biggins.	1050 1.50 1250 1.75	10	2201 2.25 2221 2.75	50
0185	1501	Pieced Oups.	Milk Kettles.	Bed or Douche Pans.
00	3501	20\$.15	70\$.40	2\$2.00
020 1.30	450195	25	71	Bed Pans.
080 1.80 040 1.45	Covered Buckets.	Straight Cups.	78	1
950 1.60	8501\$1.05	0\$.30	74	Bread Pans.
Coffee Boilers.	10501 1.75	120	81	3 ····· 35
70 1.25	12501 2.00		82	12
80 1.50	Rd. Dinner Buckets.	Miners' Oups. 50	84	Oblong Pans.
90 1.80	040 1.25	Measuring Cups.	86	08\$.85
601 1.25 701 1.40	501 1.15 502 1.85	10	52	04
801 1.65	508 1.50	After Dinner Cups & Saucers.	58 1.05 54 1.25	02
901 2.10 1001 2.75	Miners' Dinner	10\$.85	56 1.65	Sponge Cake Pans.
Fish Boilers.	Buckets. 10	Oups & Saucers.	Lipped Reserving	200
218\$4.00 220 4.50	Acme Dinner Buckets	20	Kettles.	100\$.45
222 5.00	140\$1.75	400	16	300
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2221 5.50	8401 1.65	20	22	850
Ham Boilers.	Oval Dinner Buckets. 14\$1.80	80	34	495 1.00
170 \$2 .75	81 1.60	Dippers.	28	450 1.05
Milk or Rice Boilers	41 1.80	161\$.25 151	80	500 1.35
14\$.95	Oblong Dinner Buckets.	Genuine Cocoa	84 1.15	550 1.45
16 1.00 18 1.15	110\$1.65	Shaped Dippers.	1 86 1.85 1 40 2.00	Square Stove Pans.
20 1.85	111 1.75 112 1.85	55\$.50	50 8.00	111
32 1.50 34 1.75	118 9.10	Cup Dippers. 9 \$.25	Tea Kettles.	112
26 2.0 0	Aurora Dinner Buckets.	10	303 .75	114 1.00
28 3.5 0 30 8. 00	775\$1.65	Flaring Dippers.	40	116 1.25
141 1.00	776 1.90	010 \$.25	60 1.15	118 1.40
161 1.10 181 1.25	876 2.15	011	70 1.25	Square Jelly Cake Pans.
201 1.40 221 1.65	Chambers. 1\$.50	Windsor Dippers.	90 1.75	99 8 .80
241 1.90	1 1/4	100\$.80	070 2.00 080 2.25	100
261 2.15 281 2.75	2	112	090 2.50	Jelly Cake Pans.
861 8.50	Chamber Covers.	114	160 1.25 170 1.45	8
52 1.05	1 48 .25	Oblong Soap Dishes.	180 1.65	10
52 ½ 1.15 58 1.20	1 1/2	Wall Soap Dishes.	190 2.00 Deep Ladles.	68
58 14 1.85 54 1.50	8	60\$.80	90 3 .30	70 30
56 2.00 58 2.50	Colanders.	Sink Drainers.	100	Mountain Cake Pans.
521 1.15	3	7 \$.50	120	79
521½ 1.25 581 1.85	8	Coffee Flasks.	91	80
581 1/4 1.50	20560	10\$.50	111	Oval Dish Pans. 15\$1.50
541 1.65 561 2.15	806	Round Coffee Flasks.	191	18 1.75
581 2.75	Child's Commodes.	11065	Soup Ladles.	22 2.00 Dish Pans.
Smls. Bowls.	Covered Commodes.	Pieced Funnels.	8 0	80
9·10\$.20 12·14	5\$1.50	018 .80	Graduated Measures.	100 1.00
16	Odorlees Commodes.	03	11\$.50	170 1.85
3C	6\$1.65	04	(No Lip.)	800 2.85
22	Combinets.	06	Standard Measures.	400 8.50
26	Pot Covers.	Fruit Jar Fillers.	01 8 .25	141 1.05
28	4 \$.15	Berlin Kettles.	02	171 1.25
Soup Bowls.	5	02\$.55	0450	Rinsing Pans.
125 \$.25	5 1/2	04	05	01095
Wash Bowls. 26\$.85	61/4	05	Jelly Moulds.	014 1.05
2 8	7	08 1.15	Children's Mugs.	017 1.25
80	8	010 1.35	8	Lipped Fry Pans.
84	9	02165	5	81
Covered Buckets.	91/4	081	Chamber Pails. 1\$1.40	32
19 8 .85	10 1/235	051 1.00	2 1.50	84
21	11	061 1.15	8 1.75 4 2 .00	86
22	12	0101 1.65	25 2.15 80 2.85	National Fry Pans.
28	12 1/4	Convex Kettles.	Water Pails.	49
2685	1836	212\$1.05	110	51
28 1.00 80 1.25	141/4	214 1.25 216 1.50	114 1.60	58
83 1.80	15 1.00	218 1.75	116 1.85	54

85	Lipped Sauce Pans.	Soup Plates.	1450 1.60	010
56				218 6.00
5675	9	58 \$.25	1650 1.90	224 7.50
	10	59	1850 2.25	236 9.00
Muffin Pans.	12		2000 2.20	
406 \$.45		60	Berlin Sauce Pots.	812 9.00
	14		Bernn Sauce Pots.	31812.00
	16	Coffee Pots.	02\$.55	32415.00
409		21/2\$.55	08	
412	18			33618.00
412	20	3		
Charles Dane	22	565	0585	Bread Raisers.
Corn Cake Pans.		15	06	10
706\$.55	24			
708	26	25	08 1.15	14 2.00
		85	010 1.40	17 2.85
70975		1		01 2.00
713	80		2.00	21 2.75
		55 1.05	02165	101 2.00
Milk Pans.	Straight Sauce Pans.	211/255	081	141 2.25
	250 8 .55			
00\$.20				171 2.75
0	850	51	051 1.00	211 8.25
	45080	15175	061 1.15	
	650 1.00			Nesco Perfect
1525	650 1.00	25185	081 1.85	
20	63 34 m. =	851	0101 1.65	Roasters.
	Shallow Stew Pans.	451 1.00	0121 1.85	150\$2.50
	8 8 .80		VIAL 1.00	180 3.25
40		551 1.15	Conver Course Posts	
50		05	Convex Sauce Pots.	200 4.20
	5	015 1.00	212	
	6		214 1.25	Grocers' Scoops.
80		025 1.15		
100	Deep Stew Pans.	035 1.20	222 2.00	
		045 1.85	218 1.75	
12085	14 \$.85		220 2.00	455
	1635	055 1.50		
Pudding Pans.		051 1.00	222 2.50	
			2121 1.20	20
	20	0151 1.05		80
10025	22	0251 1.15		
150		0851 1.80	2161 1.75	
	Molasses Pitchers.		2181 2.00	50 1.00
800	601 \$.55	0551 1.55		Flat Skimmers.
40040	Convex Water		2221 2.75	9 3 .20
		Tea Pots.		10
	Pitchers.		Oval Sauce Pots.	
60055	401\$.60	00\$.50	2	11
800 .65	402	01	3 2.25	12
100070	408	0	4 2.50	Spittoons.
			4 2.50	Spittoons.
Pus Pans.	404	0	20 2.50	Spittoons. 200\$.85
Pus Pans.	404	0	4 · · · · · 2.50 20 · · · · 2.25 30 · · · · 2.50	Spittoons.
Pus Pans.	404	0	4 · · · · · 2.50 20 · · · · 2.25 30 · · · · 2.50	Spittoons. 200\$.85 300 1.10
Pus Pans. 1\$.50 2\$.55	404	0	4 2.50 20 2.25 30 2.50 40 2.75	Spittoons. 200\$.85 300 1.10 Club Spittoons.
Pus Pans. 1\$.50 2	404	065 1070 2080 8085 4095	20	Spittoons. 200\$.85 300 1.10 Club Spittoons.
Pus Pans. 1\$.50 2	404	0	20	Spittoons. 200 \$.85 300 1.10 Club Spittoons. 100 \$1.25
Pus Pans. 1 \$.50 255 865 8075	404	0	4	Spittoons. 200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons.
Pus Pans. 1 \$.50 255 865 8075 Berlin Sauce Pans.	404	0	4	Spittoons. 200\$.85 3001.10 Club Spittoons. 100\$1.25 Hotel Spittoons.
Pus Pans. 1 \$.50 255 865 8075 Berlin Sauce Pans.	404	065 1070 2080 3085 4095 50 . 1.05 00160 01165	4	Spittoons. 3.85 300 3.85 300 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .60 011 .65	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . 5.50 016 . 65	Spittoons. 3.85 300 1.10 Club Spittoons. 100 \$1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 01870	Spittoons. 200 3.5 300 1.10 Club Spittoons. 100 1.25 Hotel Spittoons. 150 \$2.50 Basting Spoons. 10 3.15
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .60 011 .65 01½ .70 101 .80 201 .85	4	Spittoons. 3.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .60 011 .65 0114 .70 101 .80 201 .85	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 016 . 65 01870 02085 022 . 1.00 024 . 1.25	Spittoons. 3.85 300
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05	0	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50	Spittoons. 3.85 300
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .65 001 .65 0114 .70 101 .80 201 .85 301 .95 401 .1,05	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 01665 018 . 70 02085 022 . 1.00 024 . 1.25 026 . 1.50	Spittoons. 200 3.85 300 1.10 Club Spittoons. 100 \$2.50 Spittoons. 150 \$2.50 Basting Spoons. 10 20 14 20 16 20
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1,00 10 .1,15 20 .70 1 .80 2 .90 3 .1,05 4 .1,20	0	4 2.50 20 2.25 30 2.25 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00	0	4 2.50 20 2.25 30 2.25 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1,00 10 .1,15 20 .70 1 .80 2 .90 3 .1,05 4 .1,20	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 1 .1.5 501 1 .1.5	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls.	0 .65 10 .70 20 .80 30 .85 40 .95 50 .1.05 001 .60 0011 .65 0114 .70 101 .80 201 .85 301 .95 401 .1.05 501 .1.15 1000 .95	4 2.50 20 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25	Spittoons. 3.85 300
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls.	0 65 10 70 20 80 30 85 40 95 50 1.05 001 60 011 65 01½ 70 101 80 201 85 301 95 401 1.05 501 1.15 1000 .95	4 2.50 20 2.25 30 2.55 40 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 032 2.50 030 2.25 032 2.50 030 1.25	Spittoons. 3.85 300 3.85 300 3.10 3.25 100 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.25 3.15 3.25 3.15 3.25 3.15 3.15 3.25 3.15 3.15 3.25 3.15 3.25 3.15 3.25 3.15 3.25 3.15 3.25 3.25 3.15 3.25
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls.	0 65 10 70 20 80 30 85 40 95 50 1.05 001 60 011 65 01½ 70 101 80 201 85 301 95 401 1.05 501 1.15 1000 .95	4 2.50 20 2.25 30 2.25 30 2.75 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1030 . 1.25	4 2.50 20 2.25 30 2.55 40 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 032 2.50 030 2.25 032 2.50 030 1.25	Spittoons. 3.85 300
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates.	0 65 10 770 20 80 30 85 40 95 50 1.05 0011 60 0111 85 011½ 70 101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1038 1.25	4 2.50 20 2.25 30 2.25 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates.	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1030 . 1.25 1040 . 1.40 1050 . 1.55	4 2.50 20 2.25 30 2.25 40 2.50 40 2.75 Straight Sauce Pots. 014 \$,50 016 65 018	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1,00 10 .1,15 20 .1,25 0 .70 1 .80 2 .90 8 .1,05 4 .1,20 6 .2,00 Pitchers & Bowls. 100 .\$1,55 200 .1,75 Dinner Plates.	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1030 . 1.25 1040 . 1.40 1050 . 1.55	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.75 160 2.25	Spittoons. 200 3.85 300 1.10 Club Spittoons. 1.25 Hotel Spittoons. 150 2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tes Steepers.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80	065 1070 2080 8085 4095 50 . 1.05 00160 01165 011½70 10180 20185 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1080 . 1.25 1040 . 1.40 1050 . 1.55 2000 . 1.00	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.75 160 2.25	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1,00 10 .1,15 20 .1,25 0 .70 1 .80 2 .90 8 .1,05 4 .1,20 6 .2,00 Pitchers & Bowls. 100 .\$1,55 200 .1,75 Dinner Plates.	0	4 2.50 20 2.25 30 2.25 40 2.50 40 2.75 Straight Sauce Pots. 014 \$.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40	Spittoons. 200 3.85 300 1.10 Club Spittoons. 1.25 Hotel Spittoons. 150 2.50 Basting Spoons. 10 20 14 20 16 20 18 25 Steamers. 7 \$1.15 8 1.35 9 1.50 Tes Steepers.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 080 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85	0	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 1601 2.75	Spittoons.
Pus Pans. 1	404 .85 405	0 65 10 770 20 80 30 85 40 95 50 1.05 50 1.05 60114 65 0114 75 0101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1030 1.25 2010 1.55 2000 1.00 2010 1.10	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.0 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 1201 2.00	Spittoons.
Pus Pans. 1	404 .85 405	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1080 . 1.25 1040 . 1.40 1050 . 1.55 2000 . 1.00 2010 . 1.00 2010 . 1.10 2020 . 1.20 2030 . 1.35 2040 . 1.45	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.75 120 1.75 160 2.25 200 2.75 801 1.40 11001 1.40 11001 1.75 1201 2.00	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 \$1.55 200 .1.75 Dinner Plates. 19 \$25 20 .80 21 .85 Pie Plates. 27 \$20 28 .20	0 65 10 770 20 80 30 85 40 95 50 1.05 50 1.05 60114 65 0114 75 0101 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.00 1020 1.15 1030 1.25 2010 1.55 2000 1.00 2010 1.10	4 2.50 20 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 801 1.40 1001 1.75 1601 2.75	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 \$20 29 .25	0 65 10 770 20 80 80 85 40 95 50 1.05 001 60 011 60 011 80 201 85 301 95 401 1.05 501 1.15 1000 95 1010 1.05 1010 1.00 1020 1.15 1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.10 2020 1.20 2030 1.35 2040 1.45 2050 1.65	4 2.50 20 2.25 30 2.25 30 2.25 40 2.75 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 080 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00	Spittoons.
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 \$1.55 200 .1.75 Dinner Plates. 19 \$2.5 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30	065 1070 2080 3085 4095 50 . 1.05 00160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1080 . 1.25 1040 . 1.40 1050 . 1.55 2000 . 1.00 2010 . 1.00 2010 . 1.10 2020 . 1.20 2030 . 1.35 2040 . 1.45	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 016 . 65 018 . 70 020 . 85 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 1201 . 2.50 1601 . 2.50 1201 . 2.50 1001 . 2.50 1001 . 3.300 Covered Stove Pots.	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1,00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 2 .90 2 .90 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 29 .25 30 .30	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.75 120 1.75 120 1.75 120 2.75 801 1.40 1.001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots. 706 \$1.25	Spittoons. 200 3.85 300 1.10 Club Spittoons. 1.10 Club Spittoons. 1.50 2.50 Basting Spoons. 1.50 2.00 1.50 2.50 1.50 2.55 Steamers. 7 2.1.15 8 1.35 9 1.50 Tea Steepers. 2 3.50 5.50 Handy Strainers. 1.50 Gravy Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .20 28 .20 29 .25 30 .30 31 .35	0	4 . 2.50 20 . 2.55 30 . 2.55 40 . 2.55 40 . 2.75 Straight Sauce Pots. 014 . \$.50 016 . 65 018 . 70 020 . 85 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots.	Spittoons. 200 3.85 300 1.10 Club Spittoons. 1.10 Club Spittoons. 1.50 2.50 Basting Spoons. 1.50 2.00 1.50 2.50 1.50 2.55 Steamers. 7 2.1.15 8 1.35 9 1.50 Tea Steepers. 2 3.50 5.50 Handy Strainers. 1.50 Gravy Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.55 Jelly Strainers. 3.50 3.
Pus Pans. 1	404 .85 405	0	4 . 2.50 20 . 2.25 30 . 2.55 40 . 2.50 40 . 2.75 Straight Sauce Pots. 014 . \$.50 016 . 6.5 018 . 70 020 . 85 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 801 . 1.40 1.00 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots. 705 . \$1.25	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 070 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 21 .85 29 .25 30 .80 31 .85 39 .25 40 .30	065 1070 2080 3085 4095 50 . 1.05 001160 01165 01½70 10180 20185 30195 401 . 1.05 501 . 1.15 100095 1010 . 1.00 1020 . 1.15 1080 . 1.25 1040 . 1.40 1050 . 1.55 2000 . 1.00 2010 . 1.00 2010 . 1.55 5000 . 1.05 5000 . 1.05 5000 . 1.05 5000 . 1.05 5000 . 1.05 5000 . 1.06 50	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.55 40 . 2.55 Straight Sauce Pots. 014 . 5.50 016 . 65 018 . 70 020 . 85 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots. 706 . \$1.25 707 . 1.50 708 . 2.00	Spittoons. 200
Pus Pans. 1	404 .85 405	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.50 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 080 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1001 1.75 1201 2.00 060 2.75 801 3.00 0709 2.55 0707 1.50 0708 2.00	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .20 28 .20 29 .25 30 .30 31 .35 39 .25 40 .30 41 .35	0	4 . 2.50 20 . 2.25 30 . 2.50 40 . 2.50 40 . 2.50 40 . 2.50 101 . 5.00 116 . 65 018 . 70 020 . 85 022 . 1.00 024 . 1.25 026 . 1.50 028 . 2.00 030 . 2.25 032 . 2.50 80 . 1.25 100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 3.00 Covered Stove Pots. 706 . \$1.25 707 . 1.50 708 . 2.00 709 . 2.50 7061 . 1.50	Spittoons. 200 3.85 300 1.10 Club Spittoons. 1.10 Club Spittoons. 1.50 2.50 Basting Spoons. 10 2.50 14 2.00 16 2.5 2.5 3.5
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .31.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .35 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 Pie Plates. 27 .\$20 38 31 .35 Pie Plates. 27 .\$20 38 31 .35 Lebanon Pie Plates.	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 40 2.50 40 2.75 Straight Sauce Pots. 014 5.50 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.20 030 2.25 032 2.250 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 0201 3.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 709 2.55	Spittoons
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .31.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .30 21 .35 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 39 .25 40 .30 41 .35 Lebanon Pie Plates.	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 5.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1.01 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots. 706 31.25 707 1.50 708 2.00 709 2.50 7061 1.50	Spittoons
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 29 .25 30 .80 31 .85 39 .25 40 .30 41 .85 Lebanon Pie Plates. 47 .\$25	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 4.5.50 018 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 100 1.75 1201 2.00 1.001 1.75 1201 2.00 1601 2.50 1601 2.50 7066 \$1.25 707 1.50 708 2.00 7061 1.50 7061 1.50 7071 1.55 7071 1.75	Spittoons. 200
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 39 .25 40 .30 41 .35 Lebanon Pie Plates. 47 .\$25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 30 2.50 40 2.50 40 2.50 40 2.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots. 706 2.50 707 1.50 708 2.00 709 2.50 7061 1.50 709 2.50 7061 1.57 7081 2.25	Spittoons
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .30 21 .35 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 89 .25 40 .30 41 .35 Lebanon Pie Plates. 47 .\$25 48 .25 48 .25	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 30 2.50 40 2.75 Straight Sauce Pots. 014 4.5.50 018 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 100 1.75 1201 2.00 1.001 1.75 1201 2.00 1601 2.50 1601 2.50 7066 \$1.25 707 1.50 708 2.00 7061 1.50 7061 1.50 7071 1.55 7071 1.75	Spittoons. 200 3.5 300 1.10 Club Spittoons. 1.10 Club Spittoons. 1.50 2.50 Basting Spoons. 10 2.50 14 2.00 16 2.00 18 2.5 Steamers. 2.5 Steamers. 3.5 3.15 3.15 3.50 3.55 Handy Strainers. 140 3.15 Gravy Strainers. 1.50 3.50
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 39 .25 40 .30 41 .35 Lebanon Pie Plates. 47 .\$25 48 .25	0	4	Spittoons
Pus Pans. 1	404 .85 405 .90 406 .1.10 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 8 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .80 21 .85 Pie Plates. 27 .\$20 29 .25 30 .80 21 .85 20 .80 21 .85 Lebanon Pie Plates. 47 .\$25 48 .25 48 .25 49 .30 50 .80	0	4 2.50 20 2.25 30 2.25 30 2.25 30 2.25 30 2.50 40 2.50 40 2.50 40 2.50 016 .65 018 .70 020 .85 022 1.00 024 1.25 026 1.50 028 2.00 030 2.25 032 2.50 80 1.25 100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 3.00 Covered Stove Pots. 706 2.50 707 1.50 708 2.00 709 2.50 7061 1.50 709 2.50 7061 1.57 7081 2.25	Spittoons. 200 3.5 300 1.10 Club Spittoons. 1.10 Club Spittoons. 1.50 2.50 Basting Spoons. 10 2.50 14 2.00 16 2.00 18 2.5 Steamers. 2.5 Steamers. 3.5 3.15 3.15 3.50 3.55 Handy Strainers. 140 3.15 Gravy Strainers. 1.50 3.50
Pus Pans. 1	404 .85 405 .90 406 .1.00 . Water Pitchers. 5 .\$1.00 10 .1.15 20 .1.25 0 .70 1 .80 2 .90 2 .90 3 .1.05 4 .1.20 6 .2.00 Pitchers & Bowls. 100 .\$1.55 200 .1.75 Dinner Plates. 19 .\$25 20 .30 21 .35 Pie Plates. 27 .\$20 28 .20 29 .25 30 .30 31 .35 89 .25 40 .30 41 .35 Lebanon Pie Plates. 47 .\$25 48 .25 48 .25	0	4	Spittoons

Tuff Temper, 4-5, \$3.50 each, Single Bis Handled, Blue Wing, 3-4, \$8.00 each; Blue Wing, 3-4, 4-44, \$3.00 each; Blue Wing, 3-4-44, \$3.00 each; Blue Wing, 3-4-45, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Conservation of the seach; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Quaker City, 3-4, 4-5, \$2.75 each; Quaker City, 3-4, 4-4, \$2.75 each; Quaker City, 3-4, 4-4, \$2.75 each; Quaker City, 3-4, 4-5, \$2.50 each; Old Forge, 3-4, 4-4, \$2.50 each; BBBITT—Frictionless, 3-4, \$2.50 each; Freighters, 3-F, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-F, \$2.50 each; Old Forge, 3-4, 4-4, \$2.50 each; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.80 lb.; Challenge, \$1.25 lb.; Syecial Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 16c lb.; Wedge No. 15, 16c lb.; Lining No. 30, 16c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—\frac{1}{2} x 18, 55c each; Goose Neck No. 3659, \frac{3}{1} x 24, \$1.00 each; Straight Chisel No. 14, \frac{3}{4} x 15, 65c each; No. 16, \$1.40 each. Red Devil or Red Label No. 50c each; No. 6-S, 50c each; No

each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, \$1,40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662, \$3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—

Main 1112	\$1.75	nch Ro	ugh, \$	1.00 e	ach; %	-inch,	\$1.25	each;
112-1/2-in	ch Fi	nished,	\$1.2	5 each	1: 5% -	inch,	\$ 1.50	each;
0112-1/2·i	nch 1	Nickel-	plated.	\$1.50	each	1; 5%	inch,	\$1.75
Hose 1113 each; %	-inch,	\$1.90	Rough,	\$1.1 1-inc	0 each, \$4.	h · 54	inch	\$1.40 4-inch
\$7.50 ea 113—½-in %-inch.	ch; 1 ch Fi \$2.40	1/2 -inch nished, each:	\$1.50 1-inch	each	h. 1; %-	inch,	\$ 1.85	each;
0113-1/2-i	nch 1	Nickel	plated	, \$1.6	0 eac	h; %	·inch,	\$1.85
TS-Auger								
Size 16ths.	. 3	4-8	9-10	10-12	13-14	14-16	18	20
81-List.								
Doz	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
Each	.45	.40	.45	.50	.75	.90	1.10	1.20
Doz 100—Sell.								
Each	.45	.40	.45	.50	.75	-90	1.10	1.20
Doz 101—Sell.	•••						:	• • •
Each		.40	.45	.50	.75			
	% - 1ncn, 112 — ½ - in % - inch, 0112 — ½ - in each; % Hose 111: each; % \$ 7.50 ea 113 — ½ - in 34 - inch, 0113 — ½ - in 34 - inch, 0113 — ½ - in 15 — Auger Size 16ths 31 — List, Doz 100 — List, Doz 100 — Sell. Each 101 — List, Doz 101 — List, Doz 101 — List, Doz	% - lnch, \$1.75 112—½ - inch Fi % - inch, \$2.25 0112—½ - inch each; % - inch, Hose 1113—½ - each; % - inch, \$7.50 each; 1 113—½ - inch Fi % - inch Fi % - inch Sello Each; % - inch Size 16ths, 3 31—List. Doz 6.00 31—Sell. Each 45 100—Sell. Each 45 101—List. Doz	% -inch, \$1.75 each; 112—½-inch Finished, % -inch, \$2.25 each; 0112—½-inch Nickel- each; % -inch, \$2.50 Hose 1113—½-inch each; % -inch, \$1.90 \$7.50 each; 1½-inch 113—½-inch Finished, % -inch, \$2.40 each; 0113—½-inch Nickel each; % -inch, \$2.75 TS—Auger Size 16ths, 3 4-8 31—List. Doz 6.00 5.00 31—\$6.00 5.00 100—List. Doz 6.00 5.00 100—Sell. Each 45 .40 101—List. Doz 5.00 101—List. Doz 5.00	% -1ncn, \$1.75 each; 1-incl 112—½-inch Finished, \$1.2: ½-inch Finished, \$1.2: ½-inch Nickel-plated, each; ¼-inch, \$2.50 each; Hose 1113—½-inch Rough, each; ¼-inch, \$1.90 each; \$7.50 each; 1½-inch, \$1.0: 113—½-inch Finished, \$1.5: ¾-inch, \$2.40 each; 1-incl 0113—½-inch Nickel plated each; ¼-inch, \$2.75 each. TS—Auger Size 16ths. 3 4-8 9-10 31—Each. 45 .40 .45 100—List. Doz. 6.00 5.00 6.00 100—Sell. Each. 45 .40 .45 101—Last. Doz. 5.00 6.00 101—Last. Doz. 5.00 6.00	%-inch, \$1.75 each; 1-inch, \$3.612—½-inch Finished, \$1.25 each; 125 each; 4:inch, \$2.25 each; 1-inch, \$4.25 o112—½-inch Nickel-plated, \$1.50 each; %-inch, \$2.50 each; 1-inch Hose 1113—½-inch Rough, \$1.1 each; %-inch, \$1.90 each; 1-inch \$7.50 each; 1-½-inch Finished, \$1.50 each; 1-½-inch Finished, \$1.50 each; 1-½-inch Nickel plated, each; %-inch Nickel plated, \$1.6 each; %-inch Nickel plated, \$1.6 each; %-inch Nickel plated, \$1.6 each; %-inch S2.75 each. TS—Auger Size 16ths. 3 4-8 9-10 10-12 B1—List. Doz 6.00 5.00 6.00 7.00 B1—Sell. Each 45 .40 .45 .50 100—Sell. Each 45 .40 .45 .50	%-inch, \$1.75 each; 1-inch, \$3.65 each; %- %-inch Finished, \$1.25 each; %- %-inch, \$2.25 each; 1-inch, \$4.25 each 0112—½-inch Nickel-plated, \$1.50 each each; %-inch, \$2.50 each; 1-inch, \$4.51 Hose 1113—½-inch Rough, \$1.10 each each; %-inch, \$1.90 each; 1-inch, \$4.51 \$7.50 each; 1½-inch, \$10.00 each, \$113—½-inch Finished, \$1.50 each; 54. %-inch, \$2.40 each; 1-inch \$4.50 each 0113—½-inch Nickel plated, \$1.60 each each; %-inch, \$2.75 each. TS—Auger Size 16ths. 3 4-8 9-10 10-12 13-14 31—List Doz 6.00 5.00 6.00 7.00 8.25 100—List, Doz 6.00 5.00 6.00 7.00 8.25 100—Sell, Each 45 .40 .45 .50 .75 101—Lat, Doz 5.00 6.00 7.00 8.25	74Inch, \$1.75 each; 1-inch, \$3.65 each. 112—1/2-inch Finished, \$1.25 each; %-inch, \$4.25 each; %-inch, \$4.20 each; %-inch, \$1.00 each; \$1.10 each; %-inch, \$1.00 each; \$1.10 each; %-inch, \$4.00 each; %-inch, \$4.100 each; %-inch, \$4.275 each. 113—1/2-inch Nickel plated, \$1.60 each; %-each; %-inch, \$2.75 each. TS—Auger Size 16ths. \$4.8 9.10 10.12 13.14 14.16 \$1—List. Doz 6.00 5.00 6.00 7.00 8.25 9.50 100—List. Doz 6.00 5.00 6.00 7.00 8.25 9.50 100—Sell. Each 45 .40 .45 .50 .75 .90 101—Last. Doz 5.00 6.00 7.00 8.25	112—½-inch Finished, \$1.25 each; %-inch, \$1.50 ¾-inch, \$2.25 each; 1-inch, \$4.25 each; %-inch, each; %-inch Nickel-plated, \$1.50 each; %-inch, each; %-inch Nickel-plated, \$1.50 each; %-inch, each; %-inch Rough, \$1.10 each; %-inch each; %-inch Rough, \$1.10 each; %-inch each; %-inch, \$1.90 each; 1-inch, \$4.00 each; 1; %-inch each; %-inch finished, \$1.50 each; %-inch, \$1.85 ¼-inch, \$2.40 each; 1-inch \$4.50 each. 0113—½-inch Nickel plated, \$1.60 each; %-inch, each; %-inch, \$2.75 each. TS—Auger Ts—Auger Ts—Auger Ts—Caught & 4-8 9-10 10-12 13-14 14-16 18 31—List. Doz 6.00 5.00 6.00 7.00 8.25 9.50 12.00 31—Sell. Each 45 .40 .45 .50 .75 .90 1.10 100—Sell. Doz 6.00 5.00 6.00 7.00 8.25 9.50 12.00 100—Sell. Each 45 .40 .45 .50 .75 .90 1.10 101—List. Doz 5.00 6.00 7.00 8.25

RETAIL SELLING	PRICES—Continued	
BITS—Auger—Continued. Size 16ths. 8 4-6 7 8 9 10 11-12 18-14	BOLTS-	
85-List.	Common Carriage—8-16 & ¼-in, 5-16-in, ¾- Doz, 100 Doz, 100 Doz,	
Doz 4.50 4.00 4.50 5.00 5.50 6.00 7.00 8.60 85—Sell.	1-1½	1.90 .55 8.72
Each80 .25 .80 .85 .40 .45 .50 .60	21/230 1.20 .80 1.64 .85	2.22 .60 8.87
Size 16ths15-16 17-18 20 22 24 85—List.	820 1.80 .80 1.76 .85 8½25 1.40 .80 1.88 .40	
Doz 9.00 10.50 12.00 18.50 15.00 35—Sell.	425 1.50 .80 2.00 .40	2.70 .70 4.67
Each	525 1.70 .85 2.24 .45	8.03 .80 5.80
Size 16ths. 4-6 7 8 9 10 11 12 18 47—List.	5 1/480 1.80 .40 2.86 .50 680 1.90 .40 2.48 .50	
Dos 9.00 10.00 11.25 12.50 18.75 15.00 16.25 17.50 47—Sell.	61/285 2.15 .45 2.80 .55	8.72 .90 6.26
Each45 .65 .75 .90 .95 1.00 1.10 1.15	71/440 2.75 .50 8.24 .65	4.82 1.00 6.90
Size 16ths 14 15 16 47—List.		4.54 1.05 7.20 4.72 1.10 7.87
Dos	955 8.65 .78	4.90 1.15 7.54 5.08 1.20 8.02
Each		5.27 1.25 8.50
58—List.	BOLTS-	
Dos11.25 12.50 18.75 15.60 16.25 17.50 19.00 20.50 58—Sell.	Machine Square Head and Nut-	I
Rach 1.85 1.50 1.65 1.80 1.90 1.95 2.85 2.45 Solid Center, in Sets—1114, \$1.05 set; 15, \$8.85 set; 26,	%-in. 5-16-in. %-in. Dos. 100 Dos. 100 Des. 100	7-16-in. Dos. 100
\$6.00 set; 85, \$8.50 set; 35U, \$8.50 set.	1-1½25 1.70 .80 2.00 .85 2.40 ½-in. %-in.	
Irwin, in Sets—58, \$4.50 set; 55, \$6.50 set; 550, \$6.50 set, Russell Jennings, in Sets—4520½, \$7.00 set; 4582½,	.60 8.68 .80 5.80	
4582 ½ 0, \$10.00 set; 4720 ½, \$7.00.	%-in. 5-16-in. %-in. 225 1.78 .80 2.12 .85 2.56	7-16-in.
BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 8, 55c each; No. 4, 45c each; No. 5,	¼-in. %-in.	%-in.
35c each; No. 6, 80c each; No. 7, 25c each. BELLS-214-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c	.65 8.78 .85 5.69 ¼-in. 5-16-in. <u>%-in</u> .	7-16-in.
each.	21/2 80 1.86 .85 2.24 .40 2.72	.50 3.27
BEVELS—Sliding T.—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60e; 12-in.,	%-in %-in. .70 4.10 .90 5.89	%-in. 1.40 8.99
65c; 14-in., 75c.	%-in. 5-16-in. %-in.	7-16-in.
BLOOKS—Wood Tackle. Com. Com. Com. Pat. Pat. Pat.	830 1.94 .85 2.86 .40 2.88 ½-in. %-in.	%-in.
Sngl. Dbl. Triple Sngl. Dbl. Trpl.	.70 4.47 .95 6.08 ¼-in, 5-16-in, %-in,	1.45 9.55 7-16-in.
4-inch	81/480 2.02 .40 2.48 .45 8.04	.55 8.67
5-inch 1.00 1.90 2.50 1.40 2.80 8.85 6-inch 1.20 2.20 8.20 1.65 8.15 4.85	¼-in. %-in. .75 4,78 1.05 6.66	%-in. 1.55 10.10
7-inch 1.45 2.65 3.85 1.65 8.65 5.50 8-inch 1.80 8.10 4.65 2.50 4.50 6.60	%-in. 5-16-in. %-in.	7-16-in.
10-inch 8.00 4.90 6.85 8.85 6.60 9.85	430 2.10 .40 2.60 .45 3.20 34-in. %-in.	.60 8.88 %in.
12-inch 4.85 8.25 11.70 5.80 10.00 14.50 BLOCKS—Steel Tackle	.80 5.00 1.10 7.24 14-in. 5-16-in. 15-in.	1.60 10.66 7-16-in.
Size Single Double 8-inch	4% 35 2.20 .45 2.75 .50 8.46	.65 4.08
4-inch	14-in. %-in. .85 5.26 1.15 7.62	%-in. 1.70 11.23
5-inch 1.10 2.00 6-inch 1.25 2.25	%-in. 5-16-in. %-in.	7-16-in.
8-inch	585 2.80 .45 2.90 .50 8.59 1/4-in. %-in.	.70 .438
BLOCKS-Wood Snatch.	.85 5.58 1.20 8.01 ¼-in. 5-16-in. ¾-in.	1.80 11.78 7-16-in.
6-inch	51440 2.89 .50 8.02 .55 8.75	.70 4.49
10-inch 6.85 12-inch 7.50	½-in.	%.·i≥.
BLOWERS-No. 400 Champion, \$35.00: No. 40 Lancaster.	¼-in. 5-16-in. %-in.	7-16-in.
\$20.00; Royal, \$30.00, BOARDS, IRONING—	6	.75 4.70 %-in.
With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10. Springer, 60x15", no sleeve board,	.95 6.06 1.80 8.79 14in. 5-16-in. %-in.	
With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.25 each; No. 20, Springer, 54x13", no sleeve board, \$3.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board,	61/455 8.27 .65 4.01	
\$2.55 each; No. 40, Springer, 50x12", no sleeve board,	½-in.	%in.
\$2.85 each. Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot,	¼.·in. 5-16-in. %.·in.	7-16-in.
\$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each. BOARDS, STOVE—	755 8.89 .65 4.24 ½-in. %-in.	.85 5.10 %-in.
Paner Lined-No. 45-18x18, 85c each: 24x24, \$1.00 each;	1.00 6.59 1.45 9.56 ¼-in. 5-16-in. %-in.	
26x26, \$1.10 each; 28x28, \$1.25 each; 30x80, \$1.50 each; 32x32, \$1.85 each; 36x86, \$2.25 each. No. 125—24x86,	860 8.68 .70 4.59	.90 5.51
\$1.50 each; 25x80, \$1.55 each; 25x84, \$1.55 each; 50x50, \$2.15 each: 82x42 \$2.75 each. No. 200-18x18, 90c	¼-in. %-in. 1.10 7.13 1.60 10.84	%-in. 2.85 15.15
each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40	¼-in. 5-16-in. %-in.	7-1 6 -in.
each: 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each.	9	%-in.
Wood Lined—No. 80—24x24, \$1.75 each; 20x20, \$2.10 each; 28x28, \$2.85 each; 80x80, \$2.75 each; 88x88,	1.15 7.65 1.75 11.12 ¼ -in. 5-16-in. ¼ -in.	3.50 16.27
\$2.25 each. Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 80x80, \$2.75 each; 88x88, each; \$8.25 each; 86x86, \$3.75 each. No. 90—24x86, \$2.40 each; 26x82, \$2.40 each; 28x84, \$2.75 each; 80x38, \$3.25 each; 32x42, \$3.75 each. BOARDS, WASH—Toy No. 815, 30c each; Bingle Zine No. 820, 55c each; 980, 60 each; 983, 50c each: Double Zine	1080 5.99	7-16-in.
\$3.25 each; \$2x42, \$3.75 each.	⅓-in. %-in. 1.20 8.18 1.85 11.89	% -in.
BOARDS, WASH—Toy No. 815, 30c each; Bingle Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc	%-in. 5-16-in. %-in.	7-16-in.
No. 934, 90c each; Brass No. 801, \$1.05 each; Blue Ennamel No. 964, 85c each; Glass No. 963, 80c each.	11	% ∙in.
BOLTS-	1.80 8.71 1.95 12.67 ¼-in. 5-16-in. ½-in.	2.80 18.51 7-16-in.
Small	13 . 	%-in.
Large	1.40 9.24 3.05 18.44	8.00 19.68
Small	18	8.20 30.75
Stove Bolts, 80% off List.	15	8.60 38.00
StudPlus 80% Plus 80%	161.75 11.86 8.50 16.54	8.80 24.18

BOTTLES—Vacuum. Thermos. Universal.	616 4.75	Scrub
10\$1.75	618 6.00	Alligator
10q 2.75 62 2.75 11 2.00 21 2.00	Hand or Nail	Bird
11q	Daisy	Cat
14	Windsor	Crusier
14q 8.50 72 8.50 15 ½ 2.75 91 8.00	Horse	Duck
15 ½	Collie	Gem
15q 4.50 81 8.35	Mastiff	Hub
6	Pointer	Monitor
6q 5.00	Spaniel	Mouse
Fillers-Thermos and Universal.	St. Bernard	501
14 Pint	Wolf	510
1 Pint 1.50 1 Quart 2.50	72	512
Lunch Kits— Thermos. Universal.	78	601
591 # 595 510 #5.25	78 P	Shoe
892 4 8968.55 410 8.50		00
898 & 897	Kalsomine	2
BRACKETS—Shelf—	240 5.50 810 1.75	14
Japanned— Pair B. P.— Pair	Marking	21
8x 4\$.80 8x 4\$.85	1	22
4x 540	2	214
5x 7	8	608
6x 8	4	Sink
8x10	6	Magic
10x1365 10x12 1.00	Paint	1 Pot (0)
12x14 1.00 12x14 1.25 16x18 2.25 N.P. & O.C. same as B.P.	151 21/2	01 Wire
AVALU S.SV N.F. W U.U. BAME 85 D.F.	8	Shaving
BRACES-	81/4	124
P. S. & W. BRACES-508, 95c each; 210, \$1.05 each; 8808, \$1.85 each; 8310, \$2.00 each; 3708, \$2.40 each; 8710, \$2.50 each; 3712, \$2.50 each; 4508, \$3.00 each; 4610,	155 8	125
\$1.85 each; 8810, \$2.00 each; 8708, \$2.40 each; 8710,	8 1/2	126
\$2.50 each; \$712, \$2.50 each; 4508, \$5.00 each; 4510, \$8.25 each; 4612, \$8.50 each; 5008, \$2.85 each; 5010, \$4.10	4	222 1.25
each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each;	4½	250
7010, \$4.15 each; 7012, \$4.85 each; 8208, \$5.25 each; 8210,	8	252 2.75 260 2.00
\$5.50 each; 8212, \$5.75 each.	8 1/2	275
BOXES—Mitre—	4 1.00	810
Goodell— Each Stanley— Each	165 8	849
285 19.90 50 1/2 10.50	4 1.60	850
805 20.00 246 22.00	4 1/4 2.00	871 1.00
806 22.00 858 25.00 460 80.00	228 8 1/2 1.60	491 1.00
Langdon— Star—	4	492 1.10
72 19.50 40 8.75	Roofing	493 1.35 50055
78	401 1.40	2781
	404	6870
	404 1.65	
75 24.00 20 8.35	Sash	Stencil
75 24.00 20 8.25 RRADS—Wire Rulk per lb 24.16 pless 24.16 pless	Sash 20 2	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 16-lb. pkgs. 16-lb. pkgs. 15 8.10	Sash 20 2	Stencil 408 4
75 24.00 20 8.25 RRADS—Wire Rulk per lb 24.16 pless 24.16 pless	Sash 20 2	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 lb. pkgs. 1/4-lb. pkgs. 1	Sash 20 2	Stencil 408 4
75	Sash 20 2	Stencil 408 4
75	Sash 20 2	Stencil 408 4
75	Sash 20 2	Stencil 408 4
75	Sash 20 220 420 625 835 Wind 0075 360 785 1510, Squeegee .80	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 8/5 inch 20 15 10 1/4 to 1/4 inch 20 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; BRIGHT WIRE GOODS—	Sash 20 2	Stencil 408 4
75 BRADS—Wire. Bulk per lb. ¼-lb. pkgs. ¼-lb. pkgs. ¼ & ¼ inch \$20 15 10 1¼ to 1¼ inch 20 15 10 1¼ to 2 inch 15 15 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes—	Sash 20 2 .20 4 .20 6 .25 8 .35 Wind .75 8 .60 7 .85	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 b 1/4 inch 20 15 10 1/4 to 1/4 inch 20 15 10 1/4 to 2 inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1/4 2 2/4 3 3/4 4 6	Sash 20 2	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 & 1/4 inch 20 15 10 1/4 to 2 inch 15 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1/4 2 2/4 3 3/4 4 6	Sash 20 2	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 b 1/4 inch 20 15 10 1/4 to 1/4 inch 20 15 10 1/4 to 2 inch 15 16 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1/4 2 2/4 3 3/4 4 6 40 Doz. 25 .30 .35 .45 .50 .60 .95 1040 Doz95 .10 1.40 1.75 2.10 2.50 4.00 BROOMS—	Sash 20 20 20 4 20 20 6 25 8 35 8 35 8 36 9 15 10 10 25 15 10 25 15 10 25 15 10 25 15 10 25 15 10 25 15 10 25 10 25 15 10 25 25 15 25 25 25 25 25	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 & 1/4 inch 20 15 10 1/4 to 1/4 inch 20 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 6, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1/4 2 2/4 3 3/4 4 6 40 Doz 25 30 35 45 50 60 95 1040 Doz 95 1.20 1.40 1.75 2.10 2.50 4.00 BROOMS— No. or Brand Each No. or Brand Each	Sash 20 20 20 4 20 20 6 25 8 35 8 35 8 36 9 15 10 10 25 15 10 25 15 10 25 15 10 25 15 10 25 15 10 25 15 10 25 10 25 15 10 25 25 15 25 25 25 25 25	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 44-lb. pkgs. 44-lb. pkgs. 44 b 45 inch 20 15 10 14 to 14 inch 20 15 10 14 to 2 inch 15 16 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 14 2 24 3 34 4 6 40 Doz. 25 .30 .35 .45 .50 .60 .95 1040 Doz. 95 1.20 1.40 1.75 2.10 2.50 4.00 BROOMS— Household No. or Brand O Toy 2 2 29 Pims 150	Sash 20 20 20 4 20 20 6 25 8 35 8 35 8 35 9 9 9 9 9 9 9 9 9	Stencil 408 4
75 24.00 20 8.25 BRADS—Wire. Bulk per lb. 44-lb. pkgs. 44-lb. pkgs. 44 b 45 inch 20 15 10 14 to 14 inch 20 15 10 14 to 2 inch 15 16 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.75 each; No. 4, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 14 2 24 3 34 4 6 40 Doz. 25 .30 .35 .45 .50 .60 .95 1040 Doz. 95 1.20 1.40 1.75 2.10 2.50 4.00 BROOMS— Household No. or Brand O Toy 2 2 29 Pims 150	Sash 20 20 20 4 20 20 6 25 8 35 5 8 25 8 25 8 25 8 25 25	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4 8/4 inch	Sash 20 20 4 20 6 25 8 35 8 60 75 8 60 7 60 50 60 14 65 16 75 6arbage Galv. Each 00 51.60	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 14-lb. pkgs. 14-lb. pkgs. 14 8 16 inch 20 15 10 14 to 14 inch 20 15 10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 1/2 2 2/2 3 3/2 4 6 40 Doz 25 30 35 45 50 60 95 1040 Doz 95 1.20 1.40 1.75 2.10 2.50 4.00 BROOMS— Household No. or Brand O Toy 20 Pima 1.50 00 Toy 20 Pima 1.50 00 Toy 80 Navajo 1.35 Cortes 1.10 10 1.45 Verde 1.25 229 65	Sash 20 20 4 20 6 25 8 35 Sash Sash	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4 8/5 inch	Sash 20 20 4 20 6 25 8 35 Sash Sash	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 % 1/4 inch	Sash 20 20 4 20 6 25 8 35 8 35 8 35 8 35 8 35 8 35 35	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4 8/5 inch	Sash 20 20 4 20 6 25 8 35 8 35 8 35 15 10 10 10 10 10 10 1	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 14-lb. pkgs. 14-lb. pkgs. 14	Sash 20 20 4 20 6 25 8 35 8 35 8 60 75 8 60 7 65 1510, Squeegee 30 BUCKETS— Common Galv. Each 8 40 10 50 12 60 14 65 16 75 Garbage Galv. Each 60 14 65 16 75 Garbage Galv. Each 60 12 12 12 12 12 12 12 1	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 14-lb. pkgs. 14-lb. pkgs. 14 8 16 inch 20 .15 .10 11 to 11 inch .15 .15 .10 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 5, \$4.50 each; No. 44, \$3.25 each. BRIGHT WIRE GOODS— Gate Hooks and Eyes— 11/2 2 2 1/2 3 3 1/2 4 6 40. Doz. 25 .30 .35 .45 .50 .60 .95 1040. Doz. 95 1.20 1.40 1.75 2.10 2.50 4.00 BROOMS— No. or Brand Each No. or Brand Each O Toy .20 .20 .20 .20 .20 .20 .20 .20 .20 .20	Sash 20 20 4 20 6 25 8 35 5 8 35 5 60 75 3 60 75 3 60 75 65 7 65 65 7 65 65	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 14-lb. pkgs. 14-lb. pkgs. 14	Sash 20 20 20 4 20 20 6 25 8 35 5 8 35 5 8 35 5 10 10 20 20 20 20 20 20	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4 8 1/5 inch	Sash 20 20 4 20 6 25 8 35 5 60 75 8 60 75 8 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 60 60 60 60 60 60	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4-lb. pkgs. 1/4 % 1/4 inch	Sash 20 20 4 20 6 25 8 35 8 35 8 60 7.5 8 60 7 65 1510, Squeegee 30 BUCKETS— Common Galv. Each 8 40 10 50 12 50 14 50 12 50 14 50 60 14 50 60 14 50 60 14 50 60 14 50 60 15 60 15 60 15 60 15 60 15 60 15 60 15 60 15 60 15 60 15 60 60 60 60 60 60 60 6	Stencil 408 4
## The image is a second color of the image is a second color	Sash 20 20 4 20 6 25 8 35 8 35 8 60 7.5 8 60 7 60 7 60 60 7 60 60	Stencil 408 4
## Property of the color of the	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 8 35 35	Stencil 408 4
75 BRADS—Wire. Bulk per lb. 1/4-lb. pkgs. 1/4 % 1/4 inch	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 35 3	Stencil 408 4
## Part	Sash 20 2 20 6 22 25 8 35 5 60 75 8 60 75 8 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 7 65 60 60 60 60 60 60 60	Stencil 408 4
## Part	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 5 8 35 35	Stencil 408 4
## Property of the color of the	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 35 3	Stencil 408 4
## Part	Sash 20 20 4 20 6 25 8 35 8 35 8 9 9 9 9 9 9 9 9 9	Stencil 408 4
## Part	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 35 3	Stencil 408 4
## Property of the color of the	Sash 20 20 4 20 6 25 8 35 8 35 8 9 9 9 9 9 9 9 9 9	Stencil 408 4
BRADS Wire Bulk per lb 1/4 - lb pkgs pkg	Sash 20 20 4 20 6 25 8 35 5 8 35 5 8 35 5 8 35 5 60 7 60 7 65 5 60 7 60 7 65 60 7 65 60 7 65 60 7 65 60 7 60 60 60 60 60 60	Stencil 408 4

	D O I W Manufact No 00 1/ 1/ 1- 1 00 1
CATCHES—Continued. Friction Cabinet	P. S. and W., Framing—No. 80, ¼, ¼-inch, 85c each; ¾-inch, 90c each; ¾-inch, \$1.00 each; ¾-inch, \$1.05 each;
01820 %, EA15 01820 %, SHA, E20	
Screen	each; 1%-inch, \$1.50 each; 2-inch, \$1.55 each. P. b. and W., Pocket—No. 91, 4, 4-inch, 75c each: 54-inch
21	each; 1% inch, \$1.50 each; 2 inch, \$1.65 each. P. b. and W., Pocket—No. 91, %, % inch, 75c each; % inch, 80c each; % inch, 85c each; % inch, 85c each; 1 inch, 25c each; 1 inc
Show Case	each; 1%-inch, \$1.00 each; 1%-inch, \$1.95 each; 1%-inch, \$1.15 each; 2-inch, \$1.25 each.
1	P. S. and W., Slicks—No. 175, 21/2-inch, \$4.00 each; 3-
Transom	inch, \$4.75 each; 31/2-inch, \$5.25 each; 4-inch, \$6.25 each.
3278 \(\)	CHOPPERS—Meat and Food—
4488, SHA, E85 4633, SHA, KF, E60	Universal 501
4433 ½, R, EA, KF80 8433, EA	1
	2 2.75 Russwin
4438 %, SHA, KF35 8433 % SHA, E80	3
4442, R, EA	5 \$2.50 2 R
4442½, R, EA80	10 4.25 8 R 4.25
CHAINS—Tire. Dual Solid Truck	CHURNS-Barrel, No. 0, \$6.00 each; 1, \$7.00 each; 2, \$7.75
Size Pair Size Pair 3 x80	CHURNS—Barrel, No. 0, \$6.00 each; 1, \$7.00 each; 2, \$7.75 each; 3, \$8.50 each; 4, \$11.00 each; 5, \$12.50 each Dash Glass, Daxey (Churns), No. 10, \$1.75; 20, \$2.25; 30, \$2.65; 40, \$3.50. Glass, Daxey (Jars), No. 10, 45c; 20, 80c; 30,
3 x30	40, \$3.50. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 80.
3½x32 6.90 3½x36	31.UD: 4U. 31.8U.
4 x31 7.50 4 x34	Tin, without Dasher, 11/4-gallon, \$1.50 each; 2-gallon, \$1.55 each; 8-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon,
4 x83 8.20 5 x86	\$1.90 each.
4 x84	Dashers only, No. 40, 20c each.
4½x88	CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 18, 50c
4½x84 9.80 Ward Charles	each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60
414 786 10.00 8	(Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 68, \$2.00
5 x85	each; 64, \$2.75 each; 65, \$3.50 each. Quilt Frame, No. 1, 10c each; 8, 15c each; 82, 10c each;
Rid-O-8kid 4½	33, 15c each.
34480 400	CLEANERS-Window-
3½x32 4.15 Truck Cross Chains	Rubber Wood Floor 10-inch \$.25 16-inch \$.40 14-inch \$.40
4 x81 4.45 Single 3 ½	12-inch 30 18-inch 45 16-inch 50
4 x88	14-inch35
4 x34	Cl.EVISES-Malleable, 15e lb.
Single Solid Truck Dual 3 ½ x32	CLIPS-Wire Rope "Bulldog"-8-16 to % inc., each 15c;
4 x344 <u>8.00</u>	%, 15e; %, 20e; %, 80e; %, 85e; 1-in., 45e.
4 x36 13.50 6	CLIPPERS—Bolt—
CHAIN—German Straight Link (coil)— 6-0, 18c ft.; 5-0, 13c ft.; 4-0, 12c ft.; 8-0, 11c ft.; 2-0, 10c	New Easy— Extra Cutters No. 0\$8.50 No. 0\$2.00
6.0, 18c ft.; 5.0, 13c ft.; 4.0, 12c ft.; 8.0, 11c ft.; 2.0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7 %c ft.	No. 1 4.50 No. 1 2.25
Norway Straight Link (coil)—1/2, 85c lb; 1/2, 85c lb; 1/2, 30c lb.	No. 2
Passing Link (coil)—4.0, 18c ft.; 3.0, 12c ft.; 2.0, 11c ft.	0, K.—
Proof Straight Link (coil)—3-16 black, 28c lb.; ¼, 24c lb.; 5-16, 20c lb.; ¾, 18c lb.; 7-16, 18c lb.; ½, 16c lb.; ‰.	10·inch 1.50 14·inch 1.75
16c lb.; ¾, 16c lb.	
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ‰, 23c lb.; 7-16, 22c lb.	CLOCKS (ALARM)—Ace, \$3,00 each; America, \$1.85; Automatic, \$5,00; Bingo, \$3,50; Brownie, \$3,50; Circle, \$2,65;
B. B. Proof Straight Link (coil) -5.16, 24c lb.; %, 20c	Columbia, \$3.00: Ideal, \$2.65; Indian, \$1.50; Iron Clad.
1b.: 1 _x , 20c lb.: 5 _x , 18c lb.: 3 _x , 18c lb. Twisted Machine Coppered (coil)—4.0, 18c ft.; 8.0, 17c	\$2.40: Lookout, \$1.75: Prompter, \$2.75; Simplex, \$5.00: Sleepmeter 2, \$2.25: Sleepmeter 3, \$3.00; Startel, \$2.40:
twisted machine Coppered (con)—co, for it., oo, fre	Tattoo, Jr., \$3.25; Tatoo Int., \$3.25.
II.: 2-0, 16c II.: 0, 13c II.	
ft.: 2-0, 16c ft.: 0, 15c ft. Jack—20 Iron, 10c yd.: 18 Iron, 10c yd.: 16 Iron, 10c	
Jack-20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.: 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 8 Iren, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 116 Brass, 15c yd.; 117 Brass, 20c	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen. 12 M. black, 4c sq. ft; 14 M. black.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 8 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass,	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen. 12 M. black, 4c sq. ft; 14 M. black.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 12 Iron, 10c yd.; 12 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 124c yd.; 14 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 4 Noo. 20c yd.; 0-No.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galva
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 14 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 80c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen. 12 M. black, 4c sq. ft; 14 M. black.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 12c yd.; 16 Iron, 12c yd.; 16 Iron, 12c yd.; 17 Iron, 12c yd.; 18 Iron, 15c yd.; 16 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 13c yd.; 116 Brass, 15c yd.; 116 Brass, 20c yd.; 118 Brass, 20c yd.; 118 Brass, 20c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0.N0, 25c yd.; 1.N1, 30c yd.; 2.N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02F Steel Plain, 2%c ft.;	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, galvanized, 55 sq. ft.; 16 M, opal, 5½c sq. ft.; 16 M, carborited, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 8 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 12c yd.; 16 Iron, 12c yd.; 16 Iron, 12c yd.; 17 Iron, 12c yd.; 18 Iron, 15c yd.; 16 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 13c yd.; 116 Brass, 15c yd.; 116 Brass, 20c yd.; 118 Brass, 20c yd.; 118 Brass, 20c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0.N0, 25c yd.; 1.N1, 30c yd.; 2.N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02F Steel Plain, 2%c ft.;	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5½c sq. ft. CUAI.—Blacksmith— Catch weight sacks, per 100 lbs
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 14 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB,	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$1.85 COAL CHUTES—Hercules— No. 1, 16x18. \$13.00 No. 5, 20x24. \$17.50 No. 2, 18x20. 15.00 No. 6, 16x18. 14.50
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12½c yd.; 8 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2½c. School Crayon, per grass 50c; 6 for 5c.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5½c sq. ft. CUAI.—Blacksmith— Catch weight sacks, per 100 lbs
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 12 Iron, 10c yd.; 12 Iron, 10c yd.; 12 Iron, 12½c yd.; 14 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 80c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2½c. School Crayon, per gress 50c; 6 for 5c.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 10c M, o
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 17con, 10c yd.; 17con, 10c yd.; 17con, 10c yd.; 17con, 10c yd.; 18 Iron, 15c yd.; 116 Brass, 15c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.;	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 10c M, o
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 15c yd.; 16 Brass, 15c yd.; 114 Brass, 10c yd.; 118 Brass, 25c yd.; 112 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXX Copper Plated, 25c ft.; 02P Steel Plain, 2%c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2%c. School Crayon, per gross 50c; 6 for 5c. CHALK—INE—Yellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 230, 5c size 230, 5c. 50-ft. bai', size 150, each 10c; size 250, each 10c; size 850, each 10c.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft;; 16 M, black, 5½c sq. ft;; 14 M, bronze, 15c sq. ft;; 14 M, galvanized, 5c sq. ft;; 16 M, galvanized, 5½c sq. ft;; 16 M, opal, 5½c sq. ft.; 14 M, opal, 5c sq. ft;; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$18.00 No. 1, 16x18 \$18.00 No. 2, 18x20 15.00 No. 3, 20x24 20.00 No. 6, 16x18 14.50 No. 8, 18x24 28.00 COLORS—Dry— Lb Lamp Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$3.25
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 15c yd.; 16 Brass, 15c yd.; 114 Brass, 10c yd.; 118 Brass, 25c yd.; 112 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXX Copper Plated, 25c ft.; 02P Steel Plain, 2%c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2%c. School Crayon, per gross 50c; 6 for 5c. CHALK—INE—Yellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 230, 5c size 230, 5c. 50-ft. bai', size 150, each 10c; size 250, each 10c; size 850, each 10c.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5 ½c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, opal, 5½c sq. ft. CUAI.—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.56 COAL CHUTES—Hercules—No. 1, 16x18 . \$13.00 No. 2, 18x20 . 15.00 No. 6, 16x18 . 14.50 No. 3, 20x24 . 20.00 No. 6, 16x18 . 14.50 No. 4, 16x18 . 11.00 COI.ORS—Dry— I Lamp Black . \$25 Prussian Blue . \$25 Prussian Blue . \$25 Prussian Blue . \$35 Ultra Blue . \$50 Blue—Prussian 44 lb. 45 Blue—Prussian 44 lb. 45
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 15c yd.; 16 Brass, 15c yd.; 114 Brass, 10c yd.; 118 Brass, 25c yd.; 112 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXX Copper Plated, 25c ft.; 02P Steel Plain, 2%c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2%c. School Crayon, per gross 50c; 6 for 5c. CHALK—INE—Yellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 230, 5c size 230, 5c. 50-ft. bai', size 150, each 10c; size 250, each 10c; size 850, each 10c.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, opal, 5½c sq. ft. CALCHUTES—Hercules—Catch weight sacks, per 100 lbs. \$1.85 Per 125-1b. sack \$2.25 COAL CHUTES—Hercules—No. 1, 16x18 \$13.00 No. 2, 18x20 \$15.00 No. 2, 18x20 \$15.00 No. 6, 16x18 \$14.50 No. 4, 16x18 \$11.00 No. 8, 18x24 \$28.00 COLORS—Dry— I.P. Lamp Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ultra Blue \$50 Umber Burat \$15 Ibb \$12.25
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 12½c yd.; 18 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 113 Brass, 25c yd.; 112 Brass, 80c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHAI.K—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c. CHAI.K—INE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c. size 820, 5c. 50-ft. ba!, size 150, each 10c; size 250, each 10c; size 350, each 10c; size 350, each 10c. CHISECKS—Door—All Makes, Liquid Checks—A-11, 34.25; B-12, \$3.50; C-13, \$6.30; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c sach.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, splanized, 5½c sq. ft; 14 M, opal, 5½c sq. ft; 16 M, opal, 5½c sq. ft.; 14 M, opal, 5½c sq. ft; 16 M, opal, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 18 M, opal, 5½c sq. ft.; 16
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, opal, 5½c sq. ft. CUAI.—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$13.00 No. 2, 18x20 15.00 No. 3, 20x24 20.00 No. 6, 16x18 14.50 No. 3, 20x24 20.00 No. 6, 16x18 14.50 No. 8, 18x24 28.00 COI.ORS—Dry— I Lamp Black \$25 Prussian Blue \$25 Prussian Blue \$25 Prussian Blue \$25 Blue.—Prussian ½ lb. 45 Ultrum Yalb. \$25 Blenna Baw 15 Blenna Baw 15 Wan Dyke 18 Ultrum ½ lb. 20 Strain Blue 35 Ultrum ½ lb. 20 Strain Blue 35 Strain Byer 15 Ultrum ½ lb. 20 Strain Byer 16 Ultrum ½ lb. 20 Strain Byer 18 Ultrum ½ lb. 35
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, aloxinized, 5½c sq. ft.; 16 M, opal, 5½c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25 COAL CHUTES—Hercules— No. 1, 16x18. \$18.00 No. 5, 20x24. \$17.50 No. 2, 18x20. 15.00 No. 6, 16x18. 14.50 No. 3, 20x24. 20.00 No. 7, 20x24. 17.50 No. 4, 16x18. 11.00 No. 8, 18x24. 28.00 COLORS—Dry— Lip Lamp Black \$25 Prussian Blue \$25 Prussian Blue \$25 Prussian Blue \$35 Ultra Blue \$45 Ultra \$45 Ul
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5½c sq. ft; 16 M, spinarized, 5½c sq. ft; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.5 COAL CHUTES—Hercules—No. 1, 16x18\$13.00 No. 2, 18x20 15.00 No. 3, 20x24 20.00 No. 6, 16x18 14.50 No. 3, 20x24 20.00 No. 7, 20x24 17.50 No. 4, 16x18 11.00 No. 8, 18x24 28.00 COLORS—Dry— I Lamp Black 25 Ivory Drop Black 25 Ivory Drop Black 25 Prassian Blue 25 Ivory Drop Black 26 Ditter Burst 15 Sienna Raw 15 Sienna Burst 15 Sienna Burst 15 Van Dyke 18 Chrome Green 25 Chrome Green 25 Chrome Green 25 Cobalt 1 lb 80 Cobal
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, aproxided, 5½c sq. ft; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25 COAL CHUTES—Hercules— No. 1, 16x18 \$13.00 No. 2, 18x20 \$15.00 No. 3, 20x24 \$20.00 No. 4, 16x18 \$11.00 No. 6, 16x18 \$14.50 No. 4, 16x18 \$11.00 No. 8, 18x24 \$28.00 COLORS—Dry— Lip Lamp Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ultra Blue \$60 Umber Raw \$15 Ultra Blue \$60 Umber Raw \$15 Sienna Raw \$15 Sienna Raw \$15 Sienna Burat \$15 Sienna Burat \$15 Sienna Burat \$15 Ochrome Green \$25 Cobait 1 lb \$80 Cohrome Yellow \$25 Cohrom Pyellow \$25 Cohrom Pyello
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, apranized, 5½c sq. ft; 16 M, opal, 5½c sq. ft. Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25 COAL CHUTES—Hercules— No. 1, 16x18 \$13.00 No. 2, 18x20 \$15.00 No. 2, 18x20 \$15.00 No. 6, 16x18 \$14.50 No. 3, 20x24 \$20.00 No. 7, 20x24 \$17.50 No. 4, 16x18 \$11.00 No. 8, 18x24 \$28.00 COLORS—Dry— I.P Lamp Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ivory Drop Black \$25 Ultra Blue \$50 Ultra Blue \$50 Ultra Blue \$50 Umber Raw \$15 Ultrum ½ lb. \$65 Umber Burnt \$15 Blenna Burnt \$15 Blenna Burnt \$15 Blenna Burnt \$15 Ochre Golden \$10 Ochre Yellow \$25 Ochre Golden \$10 Umber 1 lb. \$40 Van Dyke \$11b\$ \$40
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, opal, 5½c sq. ft.; 14 M, opal, 5c sq. ft; 16 M, opal, 5½c sq. ft. COAL—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.56 COAL CHUTES—Hercules— No. 1, 16x18,\$13.00 No. 5, 20x24,\$17.50 No. 2, 18x20,\$13.00 No. 6, 16x18,\$14.50 No. 3, 20x24,\$20.00 No. 7, 20x24,\$17.50 No. 4, 16x18,\$13.00 No. 8, 18x24,\$250 No. 4, 16x18,\$10.00 No. 8, 18x24,\$28.00 COLORS—Dry— I.P. Lamp Black,\$25 Ivory Drop Black,\$25 Inoma Black,\$25 Inoma Black,\$25 Inoma Black,\$25 OLORS—In Oil— Black—Eng Coach lb. \$.50 Ivory Drop, lb,\$40 Umber Burnt,\$15 Ultrum ½ lb,\$25 Sienna Raw,\$15 Ultrum ½ lb,\$25 Chrome Green,\$25 Chrome Yellow,\$25 Ochrom Yellow,\$25 Ochrom Yellow,\$25 Ochrom Yellow,\$25 Drown—Rab Sienna 1 40 Umber 1 lb,\$40 Van Dyke 1 lb,\$50 Green—Chrome 1 lb,\$60 Freen—Chrome 1 lb,\$60 Druch Pink,\$75
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 10c yd.; 17 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 18 Iron, 10c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 10c yd.; 20c yd.	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, opal, 5½c sq. ft. CQAI—Blacksmith— Catch weight sacks, per 100 lbs. \$1.85 Per 125-lb. sack \$2.25 COAL CHUTES—Hercules— No. 1, 16x18 \$13.00 No. 2, 18x20 \$15.00 No. 3, 20x24 \$20.00 No. 7, 20x24 \$17.50 No. 4, 16x18 \$11.00 No. 8, 18x24 \$28.00 COLORS—Dry— Lip Lamp Black \$25 Ivory Drop Black \$25 Ivory Drop, lb. \$40 Lamp, lb. \$45 Ib. \$25 Ghrome Green \$25 Chrome Green \$25 Chrome Green \$25 Chrome Yellow \$26 Ochre Yellow \$04 Van Dyke \$15 Ib. \$60 Chrome Park \$15 Ib. \$60 Chrome Park \$15 Ib. \$60 Indian Bed \$15 Id. \$60 Indian Bed \$15 Id. \$60 Indian Bed \$15 Id. \$60 Id.
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 12½c yd.; 18 Iron, 15c yd.; 16 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Bash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2½c. School Crayon, per grass 50c; 6 for 5c. CIIALK LINE—Vellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 220, 5c size 320, 5c. 50·ft. bal., size 150, each 10c; size 250, each 10c; size 350, each 10c. CHECKS—Door—All Makes, Liquid Checks—A·11, 34.25; B·12, \$3.50; C·13, \$6.30; D·14, \$7.85; E·15, \$10.50. For hold open arm, add 75c each. CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, %-inch, 55c each; 1½-inch, 81.25 each; 1½-inch, \$3.50 each; 1½-inch, \$0.50	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight; CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, aloxinized, 5½c sq. ft; 16 M, opal, 5½c sq. ft; 14 M, opal, 5½c sq. ft; 16 M, opal, 5½c sq. ft.; 16
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 12½c yd.; 18 Iron, 15c yd.; 16 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 118 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Bash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2½c. School Crayon, per grass 50c; 6 for 5c. CIIALK LINE—Vellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 220, 5c size 320, 5c. 50·ft. bal., size 150, each 10c; size 250, each 10c; size 350, each 10c. CHECKS—Door—All Makes, Liquid Checks—A·11, 34.25; B·12, \$3.50; C·13, \$6.30; D·14, \$7.85; E·15, \$10.50. For hold open arm, add 75c each. CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, %-inch, 55c each; 1½-inch, 81.25 each; 1½-inch, \$3.50 each; 1½-inch, \$0.50	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight; Clothermore, 10c atraight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight; No. 3, 15c, 2 for 25c, 2 for
Jack—20 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 16 Iron, 10c yd.; 17 Iron, 124c yd.; 14 Iron, 10c yd.; 16 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 118 Brass, 10c yd.; 118 Brass, 20c yd.; 113 Brass, 20c yd.; 113 Brass, 20c yd.; 113 Brass, 20c yd.; 110 Brass, 45c yd. Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0·N0, 25c yd.; 1·N1, 30c yd.; 2·N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2%c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft. Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. CHALK—Carpenters, per piece, 2%c. School Crayon, per grass 50c; 6 for 5c. CHALK—INE—Yellow, per 100 ft. hank, 15c. Braided White, 20·ft. hanks, size 120, each 5c; size 220, 5c. 50·ft. bal, size 150, each 10c; size 250, each 10c; size 850, each 10c. CHECKS—Door—All Makes, Liquid Ohecks—A-11, 74.25; B-12, \$3.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. Fur hold open arm, add 75c each. CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, %-inch, 75c each; 1·inch, 85c each; 1¼-inch, 95c each; ½-inch, \$1.00 each; 1·inch, \$3.25 each; 1¼-inch, \$3.50 each. P. S. and W., Corner, No. 165, ¾-inch, \$3.50 each. P. S. and W., Firmer, No. 100 Plain, ¼, ¼-inch, 55c each; ½-inch, 81.00 each; 1½-inch, 85c each; 1½-inch, 85c each; 1½-inch, 95c each; 1½-inch, 115 each. 15 Beveled, ¼, ¼-inch, 85c each; ½-inch, \$5.00 each; 1½-inch, 15c each; ½-inch, \$1.00 each; 1½-inch, \$1.00	CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 3, 15c, 2 for 25c, Carborundum or Aloxite—Nos. FF-90, 10c straight; CLOTH WIRE—Screen, 12 M, black, 4c sq. ft; 14 M, black, 4½c sq. ft; 16 M, black, 5½c sq. ft; 14 M, bronze, 15c sq. ft; 14 M, galvanized, 5c sq. ft; 16 M, galvanized, 5c sq. ft; 16 M, aloxinized, 5½c sq. ft; 16 M, opal, 5½c sq. ft; 14 M, opal, 5½c sq. ft; 16 M, opal, 5½c sq. ft.; 16

MELAIN ORIMING	PAIONO-OUTHINGS.
COPPER—Sheet, 75c lb.	Bits, Wood (Syracuse Pattern)
CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$2.00 hank; 7 S, \$2.70 hank; 8 S, 8 SC, \$8.25 hank; 10 S, 10 SO, \$5.25	G 114 A, 8 109 A— C 114 A, 8 109 A— 2
hank; 12 S, 12 SC, \$7.25 hank; WP 12 SO (coils), \$1.80	8
lb. Pnoenix (coils only)—6 C, \$1.00 lb.; 7 C, \$1.00 lb.; 8 C,	5
\$1.00 lb.; 10 C, \$1.00 lb.; 12 C, \$1.00 lb.; 14 C, 16 C,	6
WP 8 C, \$1.00 lb. Union (hanks)—6, \$1.40 hank; 7, \$1.75 hank; 8, \$2.40	8
hank; 10, \$3.50 hank; 12, \$4.75 hank.	9
COTTERS—Hammer Lock or Regular Spring. 1-16, 5-64, 8-82 in.	1150 24 1.15
Length— 100 1000 100 1000 100 1000	Bit Stock C 114, M 109 or M C 114, M 109 or M
14-inch \$.20 \$1.25 \$.80 \$2.00 \$.85 \$2.40 14-inch25 1.40 .80 2.00 .40 8.00	890, and S 108— 390, and S 108—
1 -inch25 1.65 .35 3.25 .45 8.25	1.16
1 1/4 · inch25 1.80 .40 2.55 .50 8.50 1 1/4 · inch30 2.05 .45 2.85 .60 4.00	½25 17-82 1.10
3 -inch85 2.50 .50 8.40 .70 4.75 8-16 in.	8-16 125
'-inch \$.50 \$8.75	7-32
1 -inch60 4.25 \$1.00 \$6.75 \$1.75 \$11.00 134-inch70 5.00 1.10 8.00 2.00 14.50	9-8260 18-16 1.80
1½-inch80 5.50 1.25 9.00 2.00 14.50	5-16
1 % inch90 6.00 1.50 10.00 2.35 16.00 2 inch 1.00 6.75 1.75 11.50 2.50 17.50	%70 15·16 2.25
2½-inch 1.10 7.75 2.00 14.00 8.00 20.00	18-8280 1 2.45 7-1675
CRAYON—Lumber, 10c; Soapetone, 5c.	Straight Shank Jobbers
OUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$8.90; No. 3, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00.	O 108, M 105 or M O 108, M 105 or M 880, S 105—
Baunders-No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4,	1-82
\$12.60.	8-64
DAMPERS—Stove Pipe—8, 15c; 4, 20c; 5, 20c; 6, 25c; 7, 30c; 8, 40c; 9, 50c; 10, 60c.	5-64
DIVIDERS-Wing, No. 85, 6-inch, 85e pair; 8-inch, 85e pair;	8-82
10-inch, 50c pair; 12-inch, 75c pair.	%
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.	9-64
DOLLIES—Timber—	11-64
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50 DOORS—Screen.	3·16
Common, %-inch, 2-6x6-6	Straight Shank, Wire Gauge
Common, 3/4-inch, 2-8x6-8	C 108 A, M 107 er C 108 A, M 107 or M 340, S 107— M 840, S 107—
Common, 1 1/4 inch, 2-8x6-8	1 to 5
Common, 1¼-inch, 2-10x6-10	6 to 10
DOORS—Ash Pit. 12x15 8.50	16 to 20
A	
8x8, each\$1.40 Ash Traps-	21 to 25
8x10	26 to 80
8x10 1.50 7x9	26 to 30
8x10	26 to 30
8x10	26 to 30
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25	26 to 30
8x10	26 to 30
8x10	26 to 30
8x10	26 to 30
8x10 1.50 7x9 .55 10x12 1.80 DRILLS— Millers Falls (Breast) 10 \$7.25 029 6.25 11 7.00 87 11.50 12 6.50 97 12.00 13 7.50 118 7.25	26 to 30
8x10	26 to 30
Sx10	26 to 30
Sx10	26 to 30
8x10	26 to 30
Sx10	26 to 30

FILES—Continued.	Cans, Garbage, Smooth or Pails, Chamber
5, 20c; 5\\\ 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 3-3\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	Corrugated 410 1.50
bastard, 3-3 ½, 25c; 4, 25c; 5, 30c; 6, 35c; 8, 40c. Flat	145 (16) 6.75 412
Bastard, %, 25c; 5, 25c; 6, 80c; 8, 85c; 10, 45c; 12,	200, 2
50C; 14, 50C; 15, \$1.10. Half Kound Bastard, %, 80C;	Paila, Stock 520 2.10
Mill Bastard, 8-4, 20c; 5, 20c; 6, 25c; 8, 80c; 10, 85c;	14 8 1.80 526
12, 45c; 14, 65c; 16, 90c. Round Bastard, 3-4, 20c;	16 8 1.40
5, 20e; 6, 25e; 8, 80e; 10, 85e; 12, 45e; 14, 65e; 16, 90e.	18 S 1.60 Tubs, Foot
Square Bastard, 8-4, 25c; 5, 80c; 6, 30c; 8, 85c; 10, 45c;	20 8 1.85 50 1.05
	Pails, Water 51 1.25 65 52 1.40
12 1 10 · 14 21 50 · 16 22 00 Helf Round Wood 8	0
Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half	10 2.00 12 2.00
Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16,	14
\$2.80,	16 1.10 0
TITURES-Grindstone-Auto: UI, \$1.50; US, \$2.50. Com-	20
Heavy: 17. \$1.00. Extra Shafts, 15-inch, 25c: 17-inch	Fami, Kerrigerator 2 2.50
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 35c. Extra Oranks, 25c.	1 1.00 8 2.85 2 1.15 10 2.85
FLASHLIGHTS—Eveready Daylos—	8 1.15 10 8.00 20 8.40
Tubular Nos2602 2604 2612 2616 2619 2627 2628	Pots, Watering; or Sprink- 30 8.75
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.85 \$1.10 Case & Bulb, ea. 1.10 1.85 1.50 1.70 1.90 .75 .70	lers 410 S \$.00
Tubular Nos 2630 2631 2682 2638 2634 2638 2659	514 1.85 420 8 8.40
Complete, each. \$1,75 \$2.00 \$2.50 \$3.25 \$2.75 \$3.90 \$4.25	516 1.50 480 8 8.75
Case & Bulb, ea. 1.35 1.60 1.90 2.65 2.35 3.50 3.65	GARBAGE CANS—(See Cans)
Pocket Nos 6954 6961 6962 6971 6972 6991 6992	GATES—Molasses— Stebbins Perf.
Complete, each. \$1.50 \$1.10 \$1.40 \$1.10 \$1.40 \$1.40 \$1.75 Case & Bulb, ea. 1.10 .70 .95 .70 .95 1.00 1.30	2 · · · · · · · · · · · · · · · · · · ·
Tubular Battery Nos 705 706 790 791	
Battery only, each	5
Pocket Battery Nos 700 703 750 751 792 798	6
Battery only, each\$0.40 \$0.45 \$0.40 \$0.45 \$0.40 \$0.45	GAUGES—Butt—
Kwiklite Flashlights Tubular Nos. 5220 5221 5223 5229 5331 6240 6240B	No. 98
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.75 \$1.90 Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 1.35 1.40	No. 94
Case & Bulb, ea. 1.10 1.85 1.50 1.70 1.90 1.85 1.40	No. 61
Tubular Nos 6241 6241R6249 6249R6343 6848B6351	No. 54 1.50
Complete, each \$2.00 \$2.15 \$2.75 \$2.95 \$2.50 \$2.70 \$3.25 Case & Bulb, ea.1.60 1.75 2.35 2.55 1.90 2.10 2.65	No. 65
Pocket Nos2472 2573 8475 3475B8577 8577B8579	No. 71
Complete, each \$1.10 \$1.40 \$1.40 \$1.50 \$1.75 \$1.90 \$2.10	GLASSES—
Case & Bulb, ea70 .95 1.00 1.10 1.30 1.45 1.65	Ground Level— Proved Level—
Watch Chain Nos. 6285 6285B Watch Chain Bat'y No.1204 Complete, each\$1.25 \$1.85 Battery only, each\$0.85	1%
Case and Bulb, each .95 1.05	2
Battery	8
Nos1202 1203 1206 1207 1271 1801 1808 1809	81/4
Battery only,	
auch \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45	OLODES LANGEDY Cold Block No. Com. Soc. co.b. Born
each\$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.65 \$0.45	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony, 80c: 2 Plain, 25c: 2 Bullaeve, 85c: 2 Buby, 40c
each \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.45 \$0.45 FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony, 80c: 2 Plain, 25c: 2 Bullaeve, 85c: 2 Buby, 40c
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.50 \$0.45 \$0.45 FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 3·in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony, 80c: 2 Plain, 25c: 2 Bullaeve, 85c: 2 Buby, 40c
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.60 \$0.45 \$0.45 FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 8·in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 25c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 20c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wisard, 25c; 6-0, 29c each.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.65 \$0.45 \$0.45 FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 3·in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 13	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony. 20c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 8-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX. 45c lb.; D.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$1.45 \$1.25; 2½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid
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each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 13 4.50 1 \$3.00 18 5.85 2 8.50 14 6.25 3 4.00 16 8.00 4 5.00 18 10.25 6 8.25 20 118.05 30 (Toy) 2.50 22 16.50 White Mountain 24 19.50 FROES—Special—Eeach, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.85; 16-in., \$1.50.	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseys, 85c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 30c; 8-0 Ruby, 40c; 4-0 Bullseys, 35c; 5-0 Wizard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; Liquid Imperial————————————————————————————————————
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each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25; 2½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 13 . 4.50 1 . \$3.00 18 . 5.25 2 . 3.50 14 . 6.25 3 . 4.00 16 . 8.00 4 . 5.00 18 . 10.25 6 . 8.25 20 . 13.60 White Mountain 24 . 19.50 FROES—Special—Eeach, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$1.50. GALVANIZED WARE— Boilers, Coffee	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Chear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Winard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.05 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 4.0 .65 1.00 1.75 Le Pages— 1 os. 2 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per ib., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch,
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pcny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix Los. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— Los. 2cs. 4 pt. 4 pt. 4 pt. 1 pt. 1 qt.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25; 2\frac{1}{2}-in., \$1.65; 8-in., \$2.00; 3\frac{1}{2}-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12 . 4.50 1 . \$3.00 18 . 5.85 2 . 3.50 14 . 6.35 3 . 4.00 16 . 8.00 4 . 5.00 18 . 10.25 5 . 8.25 20 . 13.05 6 . 8.25 20 . 13.05 White Mountain 24 . 19.50 FROES—Special—Eeach, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$1.50. GALVANIZED WARE— Boilers, Coffee No. Each	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Pcny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix, 45c ib. Liquid Imperial— Lix Los. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— Los. 2cs. 4 pt. 4 pt. 4 pt. 1 pt. 1 qt.
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each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Los. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each .10 20 2.55 4.00 .65 1.00 1.75 Le Pages— Los. 2cs. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 0, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50: 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$2.51; 12-inch, \$3.75; 12-i
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Los. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each .10 20 2.55 4.00 .65 1.00 1.75 Le Pages— Los. 2cs. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 0, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50: 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$2.51; 12-inch, \$3.75; 12-i
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 13	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Los. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each .10 20 2.55 4.00 .65 1.00 1.75 Le Pages— Los. 2cs. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 0, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50: 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$2.51; 12-inch, \$3.75; 10-inch, \$3.50; 0.00; 04, \$10.50; 05, \$9.50; 10, \$1.70; 1-inch, \$3.50 each; 2, \$5.50; 0.00; 04, \$10.50; 05, \$9.50; 10, \$1.70; 1-inch, \$8.50 each; 2, \$9.50; 5, \$10.00; 04, \$10.50; 05, \$9.50; 10, \$1.70; 1-inch, \$8.50 each; 2, \$5.50; 5, \$10.00; 04, \$10.50; 05, \$9.50; 10, \$1.75; 10-inch, \$8.50 each; 2, \$5.50; 5, \$10.00; 04, \$10.50; 05, \$9.50; 10, \$1.75; 10-inch, \$8.50 each; 2, \$9.50; 5, \$10.00; 04, \$10.50; 05, \$9.50; 10, \$1.75; 10-inch, \$8.50; 40.50; 50; 50.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25; 2\frac{1}{2}-in., \$1.65; 8-in., \$2.00; 3\frac{1}{2}-in., \$3.00. \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 12 . 4.60 1 . \$3.00 18 . 5.25 2 . 8.50 14 . 6.25 3 . 4.00 16 . 8.00 4 . 5.00 18 . 10.25 6 . 8.25 20 . 13.00 White Mountain 24 . 19.50 10 . 8.60 26 . 25.00 FROES—Special—Eeach, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$1.50. \$1.50 GALVANIZED WARE— Boilers, Coffee No. Each 400, 4 . 2.00 801 4 . \$1.10 600, 6 . 2.75 802 . 1.25 700, 7 . 2.25 803 . 1.85 800 (80) . 7.00 806 2.40 808 . 2.85 Pool (90) . 8.50 810 . 2.85 1 P & B	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 cs. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbc., \$2.75; 10-inch, \$3.55; 12-inch, \$3.75. Loose, 15 to 40 lbc., \$2.75; 10-inch, \$3.55; 12-inch, \$3.75. Loose, 15 to 40 lbc., \$2.75; 10-inch, \$3.50; each; 3, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HackSaWS—Hand, Star—Length 8 in, 10c each, \$1.50 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each, \$1.40 dox. Hand, Victor. All regular hand (including rail) blades—8-in,
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25; 2\frac{1}{2}-in., \$1.65; 8-in., \$2.00; 3\frac{1}{2}-in., \$3.00. \$1.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No. Each 13 . 4.60 1 . \$3.00 18 . 5.25 2 . \$3.50 14 . 6.25 3 . 4.00 16 . 8.00 4 . 5.00 18 . 10.25 6 . \$25 20 . 13.00 6 . \$25 20 . 13.00 10 . \$8.60 26 . 13.00 FROES—Special—Eeach, \$1.65; 14-in., \$1.75; 16-in., \$1.50 White Mountain 24 . 19.50 FROES—Special—Eeach, 12-in., \$1.65; 14-in., \$1.35; 16-in., \$1.50. \$1.50. \$1.50 GALVANIZED WARE— Boilers, Coffee 80. \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain. 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain. 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B. 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A. \$2.85 each; B. \$3.50; Q. \$5.25; D. \$5.75; 1, \$3.75; 2, \$5.00; 8, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8.inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$3.50; each; 3, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 sec; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.15 dox; 11-in., 15c each, \$1.10 dox; 12-in., 15c each, \$1.40 dox; 11-in., 15c each, \$1.15 dox; 11-in., 15c each, \$1.10 dox; 10-in., 10c each, \$1.10 dox; 11-in., 15c each, \$1.10 dox; 10-in., 10c each, \$1.10 dox; 10-in., 1
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25	GLOBES, LANTERN—Cold Blast—No. Gem. 20c sach; Pony. 30c: 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Chear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 20c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ½ pt. 1 pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 1.0 20 .25 4.0 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 1.5 .20 .25 .40 .65 1.00 6RAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$5.50 over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 0, \$5.95; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.15 doz.; 11-in., 15c each, \$1.15 doz.; 10-in., 10c each, \$1.15 doz.; 11-in., 15c each, \$1.15 doz.; 12-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.10 doz.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain. 25c; 2 Bullseye, 85c; 2 Buby, 40c; Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Liguid ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. 4 pt. 4 pt. 1 pt. 1 pt. 1 qt. 1 gt. List Dos. 1.60 1.65 1.80 2.00 4.50 7.00 11.25 8ug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 0, \$7.25; D, \$5.75; 1, \$3.78; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cw; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 7t0, 1-inch, \$8.50 each; 2, \$9.50; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$6.20; 9-in., 10c each, \$1.00 doz; 10-in., 10c each, \$1.15 doz; 11-in., 15c each; \$1.15 doz; 12-in., 15c each; \$1.15 doz; 10-in., 10c each, \$1.15 doz; 10-in., 10c
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. istDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 6RAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; \$3.95.0; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.16 doz.; 11-in., 15c each; \$1.16 doz.; 12-in., 15c each; \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.50 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25; 2 \frac{1}{2} \cdot \text{in.} \$ \$1.05; 8 \cdot \text{in.} \$ \$2.00; 3 \frac{1}{2} \cdot \text{in.} \$ \$3.00. \$ \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. istDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 6RAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; \$3.95.0; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.16 doz.; 11-in., 15c each; \$1.16 doz.; 12-in., 15c each; \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.50 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25 \$1.25 \$1.25 \$1.65	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. istDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 6RAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; \$3.95.0; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.16 doz.; 11-in., 15c each; \$1.16 doz.; 12-in., 15c each; \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.50 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2cs. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. 1 qt. istDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 11.25 Sng. Ret. Each 15 .15 .20 .25 .40 .65 1.00 6RAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; \$3.95.0; 8, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.16 doz.; 11-in., 15c each; \$1.16 doz.; 12-in., 15c each; \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.50 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.16 doz.; 10-in., 10c each, \$1.15 doz.; 10-in., \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12.4, \$1.25; 11.4, \$1.20; 12
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each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$ FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 8-in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— Liquid Imperial— Liquid Imperial— Liquid ListDos. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each 10 20 2.5 40 65 1.00 1.75 Le Pages— Los. 20c. 40 pt. 40 pt. 40 pt. 40 pt. 10t. 1 qt. 4 gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each 15 1.5 20 25 40 65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; 0, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 0 18, \$3.70; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75; 10-inch, \$3.25. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; cver 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.65 doz.; 9-in., 10c each; \$1.10 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.35; 114, \$1.20; 12, \$1.10; 3, \$1.05; 11, \$1.35; 114, \$1.20; 13, \$1.10; 124, \$1.20; 13, \$1.00; 14, 90c; 200, \$1.60; 6114, \$1.10; 124, \$1.40; 103, \$1.25; 7114, \$1.20; 712, \$1.10; 114, \$1.30; 172, \$1.50; 712, \$1.50; 713, \$1.50; 713, \$1.50; 713, \$1.50; 714, \$1.50; 717, \$1.5
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$ FLATTERS—Blacksmith—2·in., \$1.25; 2½-in., \$1.65; 8·in., \$2.00; 3½-in., \$3.00. FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75. FREEZERS— Arctic No.	GLOBES, LANTERN—Cold Blast—No. Gem. 20c sach; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; D, 85c ib.; GX, 50c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.06 1.80 3.80 4.50 7.00 1.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ½ pt. ½ pt. ½ pt. ½ pt. 1 pt. 1 qt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 65 1.90 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75; 12.50; 618, \$14.75; 12.50; 63, \$14.75; 12.50; 63, \$14.75; 12.50; 63, \$14.75; 10.50; 62, \$11.50; 015, \$17.55; 10.50; 61, \$1.50; 62, \$1.50; 62, \$1.50; 63, \$14.75; 10.50; 63, \$15.50; 67er 200, \$5.00. Mounted, No. 710, 1-inch, \$8.50; each; 3, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in, 10c each, \$5.50 each; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.15 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.40 doz. HAMMERS—Maydole Oarpenters' Nail—No. 1, \$1.25 each; 1½, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11½, \$1.20; 712, \$1.10; 81.50; 713, \$1.50; 714, \$1.20; 712, \$1.10; 81.50; 713, \$1.50; 714, \$1.20; 712, \$1.10; 81.10; 12½, \$1.50; 713, \$1.50; 714, \$1.20; 712, \$1.10; 81.50; 719, \$1.50; 719, \$1.50; 779, \$1.60; 878, \$1.50; 879, \$1.40; 770, \$1.55; 775, \$5c; 776, 90c; 777, 85c; 778, 80c. HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$1.45 \$1.45 \$1.65; \$1.45 \$1.65; \$1.45 \$1.50 \$1.50 \$1.45 \$1.50 \$1.50 \$1.45 \$1.50 \$1.	GLOBES, LANTERN—Cold Blast—No. Gam. 20c each; Pony. 30c; 2 Plain. 25c; 2 Bullseye, 85c; 2 Enby. 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain. 20c; 3-0 Ruby. 40c; 4-0 Bullaeye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B. 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Ligard ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 LP ages— 1 os. 2 cs. 4p t. 4p t. 4p t. 1pt. 1 t. 1pt. 1 t. List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 LP ages— 1 os. 2 cs. 4p t. 4p t. 4p t. 1pt. 1 pt. 1 t. List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A. \$2.85 each; B. \$3.50; 0, \$5.25; D. \$5.75; 1, \$3.75; 2, \$5.00; 2, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$3.55; 12-inch, \$3.75. Loose, 15 to 40 lbe, \$6.00 cwt; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$3.50 each; \$3.950; \$3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 each, \$1.15 doz.; 12-in, 15c each, \$1.15 doz.; 11-in, 15c each, \$1.15 doz.; 12-in, 15c each, \$1.40 doz. Hand, Victor. All regular hand (including rail) blades—8-in, 10c each, \$1.50 doz.; 12-in, 15c each, \$1.40 doz. Hand, Wictor. All regular hand (including rail) blades—8-in, 10c each, \$1.50; 11; \$1.35; 12-in, 15c each; \$1.40 doz.; 10-in, 10c each, \$1.50; 717; \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11, \$1.35; 20; 11, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 20, \$1.10; 81.14, \$1.20; 13, \$1.10; 12-1, \$1.50; 13, \$1.00; 14, 90c; 200, \$1.60; 611-1, \$1.70; 710, \$1.50; 717, \$1.50; 717, \$1.50; 717, \$1.50; 717, \$1
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$1.25 \$1.25 \$1.65 \$1.15 \$1.25 \$	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; 20c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c; Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullaeye, 85c; 5-0 Winard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Liguid ListDos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75 Le Pages— 1 cs. 2 cs. 4 pt. 4 pt. 4 pt. 1 pt. 1 pt. 1 qt. 1 gt. List Dos. 1.60 1.65 1.80 2.00 4.50 7.00 11.25 8ug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 11.25 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum. No. A, 22.85 each; B, 23.50; 0, 25.25; D, 25.75; 1, 23.75; 2, 25.00; 3, 27.00; 4, 29.50; 10, 27.25; 12, 211.25; 018, 217.00; 62, 212.50; 68, 214.75. GRINDSTONES—Family, No. 020 7-inch, 22.50 each; 8-inch, 22.75; 10-inch, 23.25; 12-inch, 23.75; Loose, 15 to 40 lbe., 26.00 cwt; 40 to 200 lbs., 25.50; over 200, 26.00. Mounted, No. 710, 1-inch, 26.50 each; 2, 39.50; 3, 21.00; 04, 210.50; 05, 29.50; 015, 217.50; 025, 211.50. Fixtures, 15-inch, 21.00 each, 20.00 doz.; 10-in., 10c each, 21.00 each, 21.00; 12.31, 15c each; 21.15 doz.; 12-in., 15c each, 21.16 each; 21.15 doz.; 12-in., 15c each, 21.26 each; 21.16; 12.36, 21.00; 12.36; 71.38; 11.00; 12.36; 71.38; 11.00; 71.39; 71.38; 71.74, 21.25; 71.38; 71.75 each; 21.16; 12.36, 21.00; 21.20; 12.38; 11.00; 21.30; 12.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$0.45 \$1.25 \$1.25 \$1.25 \$1.65 \$1.65 \$1.1, \$1.20 \$1.25 \$1.10 \$1.25 \$1.10 \$1.25	GLOBES, LANTERN—Cold Blast—No. Gem. 20c each; Peny. 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Liquid Limperial— Liquid Limperial— Liquid LietDos. 1.06 1.80 2.80 4.50 7.00 11.35 21.00 Sug. Ret. Each 10 20 25 40 65 1.00 1.75 Le Pages— Los. 20c. 40 pt. 44 pt. 4 pt. 1 pt. 1 qt. 4 gt. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each 15 1.5 20 25 40 .65 1.00 1.75 Sug. Ret. Each 15 1.5 20 .35 .40 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; O, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50: 10, \$7.25; 12; \$11.25; 018, \$37.00; 62, \$12.50; 63, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.85; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt; 40 to 200 lbs., \$5.50; over 300, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in., 10c each, \$1.55 each; \$1.15 doz.; 12-in., 15c each, \$1.14 doz. Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, \$1.25 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.40 doz. HAMMERS—Maydole Oarpenters' Nail—No. 1, \$1.35 each; 11/4, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.35; 11/4, \$1.30; 13: \$1.10; 13/4, \$1.25; 71, \$1.40; 10, \$1.50; 71, \$1.50;
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$1.25 \$1.65 \$1.65 \$1.5 \$1.5 \$1.25 \$1.25 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.65 \$1.25 \$1.	GLOBES, LANTERN—Cold Blast—No. Gam, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ¼ pt. ¼ pt. 1 pt. 1 qt. ¼ gal. ListDos. 1.06 1.80 3.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ¼ pt. ¼ pt. ¼ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbc, \$6.00 cwt.; 40 to 200 lbc, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 3, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in, 10c each, \$5.5 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.15 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.40 doz. HAMMERS—Maydole Oarpenters' Nail—No. 1, \$1.25 each; 1.4, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11, \$1.60; 12, \$1.50; 777, \$1.50; 11, \$1.25; 711, \$1.20; 712, \$1.10; 81.19; 125; 770, \$1.50; 777, \$1.50; 778, \$0c. HANDLES—Adze, No. 320, House, 70c each; 3, \$1.55 each; 3, \$1.55; 775, \$5c; 776, \$0c; 777, \$5c; 776, \$0c. HANDLES—Adze, No. 320, House, 70c each; \$3.15 each; 4, \$4.50 each; 5, \$3.00 each. Axe, Broad, No. 315, 70c each.
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$1.25 \$1.65 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.25 \$1	GLOBES, LANTERN—Cold Blast—No. Gam, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; E, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. GLUE—Dry—AAA, 60c lb.; E, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Liquid Imperial— Liquid Imperial— Liquid Imperial— Liat Dos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 20 25 40 65 1.00 1.75 Le Pages— List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 1.75 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 1.75 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 22.85 each; B, 33.50; O, \$5.25; D, \$5.75; 10.15, 75c. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8.14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8.14.75. 12. 10. 1-inch, \$8.50 each; 2, \$9.50; 3, \$7.00; 4, \$9.50: 10, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75; 10-inch, \$3.75; 10-inch
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$1.25 \$1.50 \$1.65 \$1.50 \$1.50 \$1.25 \$	GLOBES, LANTERN—Cold Blast—No. Gam, 20c each; Peny, 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Buby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plaia, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c lb.; E, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. GLUE—Dry—AAA, 60c lb.; E, 55c lb.; CX, 45c lb.; D, 85c lb.; GX, 50c lb.; LXX, 45c lb. Liquid Imperial— Liquid Imperial— Liquid Imperial— Liquid Imperial— Liat Dos. 1.06 1.80 2.80 4.50 7.00 11.25 21.00 Sng. Ret. Each 10 20 25 40 65 1.00 1.75 Le Pages— List Dos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 1.75 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 1.75 Sng. Ret. Each 15 1.5 20 2.5 40 65 1.00 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, 22.85 each; B, 33.50; O, \$5.25; D, \$5.75; 10.15, 75c. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8.14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8.14.75. 12. 10. 1-inch, \$8.50 each; 2, \$9.50; 3, \$7.00; 4, \$9.50: 10, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75; 10-inch, \$3.75; 10-inch
each . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45 \$ \$0.45 \$ \$1.25 \$1.25 \$1.65 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.5 \$1.65 \$1.25 \$1	GLOBES, LANTERN—Cold Blast—No. Gam, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 85c; 2 Euby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 80c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 85c; 5-0 Wisard, 25c; 6-0, 29c each. GLUE—Dry—AAA, 60c ib.; B, 55c ib.; CX, 45c ib.; LXX, 45c ib. Liquid Imperial— 1 oz. ½ pt. ¼ pt. ¼ pt. 1 pt. 1 qt. ¼ gal. ListDos. 1.06 1.80 3.80 4.50 7.00 11.25 21.00 Sug. Ret. Each 10 20 .25 .40 .65 1.00 1.75 Le Pages— 1 oz. 2 oz. ¼ pt. ¼ pt. ¼ pt. 1 pt. 1 qt. ½ gal. ListDos. 1.60 1.65 1.80 2.80 4.50 7.00 11.35 Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00 1.75 GRAPHITE—Flake, per lb., 75c. GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$6.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75. GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbc, \$6.00 cwt.; 40 to 200 lbc, \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 3, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65. HACKSAWS—Hand, Star—Length 8 in, 10c each, \$5.5 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.15 doz.; 11-in, 15c each; \$1.15 doz.; 12-in, 15c each; \$1.40 doz. HAMMERS—Maydole Oarpenters' Nail—No. 1, \$1.25 each; 1.4, \$1.25; 2, \$1.10; 3, \$1.05; 11, \$1.25; 11, \$1.60; 12, \$1.50; 777, \$1.50; 11, \$1.25; 711, \$1.20; 712, \$1.10; 81.19; 125; 770, \$1.50; 777, \$1.50; 778, \$0c. HANDLES—Adze, No. 320, House, 70c each; 3, \$1.55 each; 3, \$1.55; 775, \$5c; 776, \$0c; 777, \$5c; 776, \$0c. HANDLES—Adze, No. 320, House, 70c each; \$3.15 each; 4, \$4.50 each; 5, \$3.00 each. Axe, Broad, No. 315, 70c each.

RETAIL SELLING	PRICES—Continued.	
Chisel, No. 22, 10c each; 98, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621,	No. 78116. Cont. Ret.	5x5-in 1.05 1.15 5 1.50
10c each. Drawer, No. 2, all finishes, .65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each;	2 ½ x2 ½ ·in \$.40 \$.45 8x8·in40 .45 8½ x8 ½ ·in40 .45	No. 341 HAN. Cont. Bet.
01013, 35c each; 9854, 30c each. File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55	4x4-in	2½x2½·in
(5), 20c each. Adze Eye No. 11, 25c each; 18, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each.	5x5-in	4x4-in
Farriers No. 28, 20c each. Machinist No. 25, 14-inch, 20c: 16-inch, 20c: 18-inch, 25c:	4-in70 .80 4½-in90 1.00 No. 165 F&D2.	5 ½ x 5 ½ ·m 1.85 1.50 6 x 6 · in 1.60 1.75
20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c. Machinist No. 38, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and	Cont. Bet.	1475 FAD2 .20 2.20 1475 BF2&N .25 2.80 1474 F&D2, 1½ .35 2.40
18 inch, 20c each. Hatchet, Box No. 48, 18 1/4-inch, 20c each: Broad No. 89.	2-in	No. 160 F&D2, Cont. Bet.
16-inch, 25c each; Broad No. 89, 18-inch, 80c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 87, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c	8 % in	3-in
each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 85, 14-inch, 25c each.	No. 165N&SF2. Cont. Bet.	4-in
Hoe, OXR, 4¼, 85c each; XR, 4½, 85c each; XRM, 5¼, 55c each; XRM, 6, 75c each; XRMC, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each;	1½-in \$.40 \$.45 2-in45 .50 2½-in50 .55	Cont. Ret. 2½-in \$.45 \$.50
each, XP, 52 %, 75c each; 530, Grub, 70c each.	8-in	8-in
Maul, No. 335, 65c each; 336, 65c each. Mop, No. 7, 30c each; 30, 50c each. Pick. No. 327. Drifting. 80c each: 427. Drifting. 50c each:	4-in80 .90 4½-in 1.20 1.80 No. 295 FAD2.	1½-in 1.00 1.15 No. 160 S F3. Cont. Ret.
Pick, No. 327, Drifting, 80c each; 427, Drifting, 50c each; 527, Drifting, 55c each; 627, Drifting, 50c each; 325, Surface, 90c each; 425 Surface, 50c each; 525, Surface, 70c each; 625 Surface, 50c each; 525, Surface, 50c	Pr. Ds. Pr. 1½-in	2 ½ -in
each; 625 Surface, 50c each. Rake, XR, 5½, 50c each; XR, 6, 60c each. HATCHETS—Box. No. USD 2, Underhill's, \$2.25 each; 8010,	2½-in80 8.85 8-in40 4.00	Pr. Ds. Pr. 1½-in \$.80 \$8.85
HATCHETS—Box, No. USD 2, Underhill's, \$2.25 each; 8010, Plumb's, \$3.00; 3011, Plumb's, \$3.35. Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, 2.10; TB 2, Plumb's, \$2.50. TB 4, Plumb's, \$2.50.	No. 295 SF2. Pr. Ds. Pr. 1½-in \$.80 \$8.20	2-in
Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, PTB 4,	2-in85 8.70 2½-in85 4.00	No. 289 F&D2. Pr. Ds. Pr. 2x3\$.80 \$8.20
Plumb's, \$3.00; 3011, Plumb's, \$2.00 each; TB 2, Plumb's, 2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's \$2.50; TB 5, Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$2.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85; 2002, Plumb's, \$2.35; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85; 2002, Plumb's, \$2.35; 200	No. 295 N. Pr. Ds. Pr.	3½x330 3.85 3½x3½35 8.55
2992, Plumb's, \$2.06; 2998, Plumb's, \$2.25; 2994, Plumb's, \$2.50; 2995, Plumb's, \$2.75; 2996, Plumb's, \$3.00. Claw, No. TO 1, Plumb's, \$1.75 each; TO 2, Plumb's, \$2.00;	1 ½-in	No. 289 SFD. Pr. Dz. Pr.
TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.35; PTC 2, Philadelphia, \$1.50; PTC 3, Philadelphia, \$1.65; 93, All Steel	8-in50 5.85 No. 738.	2x2\$.80 \$8.85 2½x285 8.55
\$1.00; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75; 2973, Plumb's, \$1.85	2½x2½·in \$.40 \$.45 8x8·in40 .45 8½x8½·in40 .45	2½x2½85 8.65 8x845 4.90 No. 289 N.
Derrick, 582, Plumb's, \$2.50 each. Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.25; 2987, Plumb's, \$2.50.	4x4-in	Pr. Ds. Pr. 3x2
Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's,	5 ½ x5 ½ -in 1.25 1.85 6x6-in 1.40 1.50	2½x2½45 4.90 8x855 6.00
\$1.50; 602, Plumb's, \$1.65; 292, Plumb's, \$1.60; 2968, Plumb's, \$1.75. Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's,	No. 241 F&DS. 2 ½ x2 ½ -in \$.40 \$.45 8 x8-in40 .45	Ne. 289 H, Pr. Ds. Pr. 2x2\$.80 \$8.85
\$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2.15: 620, Plumb's, \$1.50: 621, Plumb's, \$1.50:	8 ½ x 8 ½ · in	2 ½ x 2
1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.40; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.60.	4½x4½-in	1480 F&D2 Hgs .85 4.00 1480 N .40 4.85
Shingling, No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 2, Plumb's,	No. 241 SP 2.	1481 FADS .25 2.50 1481 SF2AN .25 2.80 1478 FADS .25 2.50
\$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.40; 592, Plumb's, \$1.50; 598, Plumb's, \$1.60; 2951, Plumb's, \$1.40; 2952, Plumb's, \$1.50; 2958, Plumb's, \$1.65.	Cont. Ret. 2 1/4 x 2 1/2 · in \$.45 \$.50 8 x 3 · in	1478 SP3AN .35 3.80 1480 FAD3 .35 3.80 1480 SP3AN .35 3.80
Warehouse, No. 650 W, Plumb's, \$2.00 each. HEADS_(MOP)—Cotton, No. 9, 50c each; 12, 65c; 15, 80c;	3½x3½-ia50 .55 4x4-in60 .65 4½x4½-ia85 .95	1474 F&D3, 2 .80 8.80 1474 8F3, 114 .25 2.80 1474 8F2, 2 .85 8.60
18, 95c. Linen, No. 12, 70c each; 015, 85c; 18, \$1.00; 020, \$1.15. HINGES & BUTTS (Screws Included)—	HINGES—FLOOR— Set Bommer, D 15 \$ 1.50	R, EA, KF, 8½ 8.75
Mo. 200 Lt. Strap Hinges. 8-inch	R, EA, 815 1.60 SHA, E, 265 1.75 Chicago, R, EA, KF,	Rixon, 7
4-inch25 2.10 No. 888 Butts. 5-inch30 3.15 Pr. Ds. Pr.	200 8.50 SHA, E, 200 4.00 R, EA, KF, 230 4.25	15 14.50
6-ineh	SHA, E, 280	25 32.00 30 38.00
4-inch	Katz, R. EA, KF, 2 1.35 SHA, E. 2 1.50	Standard, R, EA, 450 6.75 SHA, E, 450 7.25
8-inch60 5.80 2½-inch15 1.45 10-inch90 9.50 2½-inch20 1.60 12-inch1.85 18.00 2½-inch20 1.85	R, EA, KF, 8 8.25 SHA, E, 8 4.00 HODS—Coal—	
No. 904 Lt. Tee Hinges. 8-inch20 3.15 Pr. Ds. Pr. 8½ inch25 2.50	Open Japanned— 15\$.50 16\$.60	Open Galvanised 15
8-inch \$.15 \$ 1.75 No. \$40. 4-inch20 1.90 Pr. Dz. Pr. 5-inch20 2.10 124-inch \$.15 \$1.45	17	17 1.10 18 1.85
6-inch25 3.40 124-inch15 1.60 No. 987 Cor. Tee Hinges 2-inch15 1.65	20	20 1.50 —Dutch Ovens, No. 8 E, \$8.75 5: 11 E, \$5.75: 10-inch, \$2.00:
4-inch\$.85 \$ 8.00 2½-inch30 2.00 5-inch40 8.40 2½-inch20 2.10	11-inch, \$2.40; 12-inch, \$2 \$4.00; 10-inch lids, \$1.00;	.85; 18-inch, \$3.25; 14-inch, 11-inch Lids, \$1.10; 12-inch 60; 14-inch lids, \$1.80.
6-inch60 5.00 8-inch25 2.20	1148, F1.00; 18-11101 148, \$1.	ov, 14-men mus, \$1.50.

HOLLOW WARE—Continued Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.10 each; 8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each; (Friddles—No. 17, \$1.00 ach; 18, \$1.10 each; 19, \$1.25 each; 11, \$1.00 each; 18, \$1.00 each; 1	IRONS—Sad. Common, 15c lb.; Mrs. Potts No. 50, \$2.50 set; Dover No. 70, \$2.75 set.
Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each 010, \$1.65 each; 012, \$1.75 each; 014, \$1.90 Kettles, Stove—No. 7, \$2.75 each; 8, \$3.00 each; 9, \$3.50 each; 07, \$2.75 each; 08, \$3.00 each; 09, \$3.50 each.	JACKS—Bell Bottom, Net List. Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$8.50; 8L, \$6.75.
Pots, Stove—No. 17, \$3.35 each; 18, \$4.00 each; 19, \$4.50 each; 017, \$3.35 each; 018, \$4.00 each; 019, \$4.50 each; Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.00	KNIVES & FORKS—Iron Handled, \$1.25. Butcher— No. Each No. Each
each; 6, \$1.10 each; 7, \$1.80 each; 8, \$1.85 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.75 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20	526—5 \$.75 1500—7 \$1.25 526—5½ .85 1500—8 1.50 526—6 .95 1910—6 .50 526—6½ .1.10 1910—7 .60
each; 90, \$1.35 each. Waffle Irons—No. 7, \$2.25 each; 8, \$2.50 each; 9, \$2.75 each; 7 D, \$2.75 each; 8 D, \$3.00 each; 9 D, \$3.50 each; 11 \$2.50 each; 12 \$5.00 each; 14 \$10.00 each;	528— 6½
11, \$3.50 each; 12, \$5.00 each; 14, \$10.00 each. HOOKS—Bright. No. Dos. No. Dos. 0	526—7 1.85 3200 —8 1.60 526—12 3.50 3047 —6
0\$.85 104\$.45 1	790— 6
4	1500— 6 1.00 8047—12 2.50 Cheese— 675
7	267— 6
11	267—10
Gross—60% Discount from List. Brass No. 1412— Dos. '2	2 .90 105— 8 .1.50 3 .50 105— 9 .1.65 5 .45 105—10 .1.75
\$\\ \tau \cdot \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	10
1, 2 for 5c	King, 40c; No. 12 Hooks, 50c. KNOBS—Maple, Base, 5c each; 35c dox.
50 1½	LACING—Belt— Leather Bristol
HOSE COUPLINGS—Com. Size %, each 20e; %, 20e; %, 20e. HOSE (GARDEN)—	Size %, per ft. .04 113, per inch. .02 ½ Size ½, per ft. .05 114, per inch. .03 Size %, per ft. .06 Wire—
Coupled Fifty Foot Lengths—Aztec, ¼ inch 24c foot. Aztec, ¼ inch 28c; Deluge, ¼ inch 28c, Deluge, ¾ inch, 27c; Delphos, ¼ inch, 20c; Delphos, ¼ inch 23c; Sierra, ¼ inch 22c, Sierra, ¾ inch, 25c; Simi, ¼ inch 17c, Simi,	Size %, per ft
% inch 21c; Solar Cutton, ¼ inch, 20c, Solar Cotton, % inch 23c; Summit, ¼ inch 20c; Summit, ¾ inch 23c; Ten Cee, ¼ inch 17c, 1en Cee, ¾ inch 21c; Torrent, ¼ inch 23c. Turrent, ¾ inch 27c; Union Arrow, plain, ½ inch 18c,	foot: Special, Crescent, 45c foot; Standard, 35c foot. LANTERNS—Boys'—No. 589, 45c each; 1590, Cadet. 25c. Dash—No. 321, Prisco, \$2.25 each; 331, Prisco, \$2.50.
Union Arrow, plain, % inch 21e, Union Arrow, WW, ½ inch 21e, Union Arrow, % inch 20e; Whirlpool, ½ inch 20e, Whirlpool, % inch 23e.	Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.50 each; 400, Prisco (Nustyle), \$1.80; 477, Prisco, \$1.65. Hot Blast Tubular—No. 165, Prisco \$1.15 each; 165R.
Riel Not Coupled—Endurah Ribbed, 1/2 inch 24c, Endurah Ribbed, 1/4 inch 28c, Endurah Smooth, 1/4 inch 25c, Endurah Smooth, 1/4 inch 28c; Goodrich Ribbed, 1/4 inch 27c, Good-	Prisco (Ruby), \$1.60; 176, Prisco (Bullseye), \$1.60; 217, Prisco, \$1.15. LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.
North Star Ribbed, % inch 31c; North Star Ribbed, % inch 27c; Rajah Ribbed, % inch 22c; Rajah Smooth, % inch 20c; Rajah Smooth, % inch	LIFTS—Sash—Large Bar, \$1.25 dox.; Small Bar, \$1.10 dox.; Hook, 40c dox.
22c, Rajah Smooth, % inch 26c; Utility Ribbed, % inch 21c, Utility Ribbed % inch 24c, Utility, Smooth % inch 21c, Utility Smooth, % inch 24c. ICE TOOLS—	LOCKS—Rim—Steel, 75c set; Cast, 60c set. LINES, CLOTHES—Cotton, Braided—No. 850, 65c each; No. 450, 40c each.
No. 315 Plow, 8-in	Cotton, Twisted—No. 140, 85c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c.
No. 320 Plow, 8-in. 42.50 No. 321 Plow, 10-in. 50.00 No. 322 Plow, 12-in. 57.00 No. 456 Splitting Chisel 4.75	Wire, Solid—100 foot, 9 gauge, 75c each. MANILA ROPE—3:16:inch to 14:inch, 50c per lb; %-inch and larger, 45c.
No. 495 5.85 No. 520 Ice Hooks, 4ft. 1.85 44-ft. 1.40	MATS, DOOR.—Cocoa.—No. 1, \$1.50 each; 2, \$1.85; 3, \$2.15; 02, \$2.60; 03, \$3.25; 01, \$4.00; 05, \$4.75. Steel.—No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.85
5-ft. 1.50 6-ft. 1.65 No. 1 Ice Tongs V & B. 1.75	each: 80, \$4.50 each: 100 rolls, 55c square foot. MATTOCKS— Short Cutter, No. 1800
No. 2 2.00 No. 3 2.25 No. 540, 18-inch 2.00 14 ½-inch 2.15	Long Cutter, No. 1790 Each 1.90 Pick, No. 1810 Each 1.90 Handled, D E 3 Each 1.85
16 ½-inch 2.25 Pond Ice Saws—Tiller Handle. 4 ½-foot 5.75	Handled, C E 3 ½ Each 1.85 Handled S Q 3 ½ Each 1.10 MAULS—Post—No. 110, \$1.50 each: 113, \$1.75; 116, \$2.25;
5 foot	118, \$2.50; 120, \$2.75. Ship or Top—No. 1560, 35c lb. Wood Choppers'No. 2130, 35c lb.; 2131, 35c lb.
Angle Iron, % inch	MII.I.S—Cider— Junior\$25.00 Senior\$40.00 Medium80.00 Force Feed18.00
Rd. sq. and sq. twisted—	MOPS Blasher Cotton 15 ox., each 8.75 15 ox., each 8.75 18 ox., each .85 18 ox., each .85 21 ox., each 1.00 21 ox., each 1.00
\$\tag{50}\$ to 2\times inch	MOP STICKS—No. 7, 25c each: No. 18, 25e each: No. 70 or Janitor's, 65c each.

TELYIN SPINING	PAICING—Constitued.	
MOWERS-Great American-15-in., \$16; 17-in., \$18; 19-in.,	OIL-Boiled Linseed, \$2.50 gal.	
\$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-	OILERS—	14 B
in., \$6.50.	Mowing Machine—	16
NAILS—Base per Keg, \$5.80. 50 to 99 De., add 50c per 100 lbs. to Keg price. 1 to 50 lb.	No. Each & 8 A	Steel, Railroad— 10 1.00
Fine Blue 248\$.08 Barb Box 8 to 20d08	8 B	11 1.25
Fine Bright08 Barb Roof % to %10		Zinc, Chace's—
Common 2&3d08 Barb Roof 1 to 1½10 Common 4&5d08 Plaster Board10	1120	00
Common 4&5d08 Plaster Board10 Common 6&7d07 C. C. Box10	1140	1
Common 8 to 60d07 Out Casing 6&808	12	2
Oasing 2&8d	18	8
Oasing 4.5d	18 A	5
Finishing 248d10 Bull 15 co	14 44 45	a
Finishing 485d 08 14 Ib Paners as 20	OUTFITS Cobblers Eclipse, \$1	.00 each; Family, \$1.85;
	Home, No. 1, \$2.00; No. 2, \$1 15, cast, 90c; No. 15, extra h	eavy \$1.85: No. 24. malle-
Smooth Box 8 to 204 .08 Bulk, 1b	able, \$2.25.	, , ,
Rarb Roy 4 to £d og 1 lb. Papers, ea 35	OVENS, PORTABLE—Boss	n. Took
Barb Box 6		No. Each 550\$5.50
Rulk lb	012	700 5.50
1 lb. Papers, ea85 Capewell, lb80	0200 5.25	750 6.50
% ibsu Northwesternsu	450 5.50	755 6.75
14 lb	Perfection 121 G 5.25	122 G 7.25
NETTING, POULTRY—Hexagon, Galvanized After Weaving— 2 inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08;	Pinney & Boyle	
80 in., \$4.68; 86 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91;	18 8.00	38 8.25 97
72 in., \$10.69.	17 8.50 17 G 8.75	37 3.75 37 G 3.85
Sell Full Roll—12 in., \$2.35; 18 in., \$3.40; 24 in., \$4.30; 30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80;	PACKING-Sheet Rubber-Stand	ard, 20c lb.; Rainbow, 90c;
72 in., #11.75.	PACKING—Sheet Rubber—Stand Italian Hemp, Common, 40c; Piston Spiral Steam, High Press	Square Flax, braided, 50e;
Sell Cut (lin ft.)—12 in., 2½c; 18 in., 3½c; 24 in., 4½c; 30 in., 5c; 36 in., 5½c; 48 in., 7½c; 60 in., 9½c; 72 in., 11½c.	Piston Spiral Steam, High Press Low Pressure, \$1.35.	iure, \$3.20; Steam Or Water,
4 % c; 30 in., 5c; 36 in., 5 % c; 48 in., 7 % c; 60 in.,	PADS—Sweet—No. 68 N12, Red	Edge, 75c: No. 146 A13,
1½-inch, 20-gauge—List Roll—12 in \$3.15; 18 in \$4.58:	Blue and White striped, \$1.50.	
1½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.58; 24 in., \$5.78; 80 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50;	PADLOOKS-Corbin	No. Esch
60 in., \$18.18; 72 in., \$15.75.	No. Each 958	9909
Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40; 30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in.	2802 1/4	09
30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in., \$14.50; 72-in., \$17.25. Sell Cut (lin. ft.)—12 in., 3 ½ c; 18 in., 4 % c; 24 in	28221/4	1090
Sell Cut (lin. ft.)—12 in., 3 1/4 c; 18 in., 4 1/4 c; 24 in.,	2869 1.00 2879 1.50	Yale 228
6½c; 30 in., 7½c; 36 in., 8½c; 48 in., 11½c; 60 in., 14c; 72 in., 16½c.	2880 1.75	225
1-inch, 20-gange-List Roll-12 in, \$4.95: 18 in, \$7.12:	2881 2.25	458 J
24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.	2888 8.00 Miller	458 X
\$16.50; 60 in., \$20.64; 72 in., \$24.75.	1 1.50	565 1.50
Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$18.50 48 in., \$18.00; 60 in., \$22.50; 72 in., \$27.00.	016	585 1.80 685 1.25
60 in., \$22.50; 72 in., \$27.00.	18	685
Sell Cut (lin. ft)—12 in., 5 ½c; 18 in., 7 ½c; 24 in., 9 ½c; 30 in., 11 ½c; 36 in., 13c; 48 in., 17 ½c; 60 in.,	19	808 1.40
22c; 72 in., 26c.	21	805 1.50
% inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$12.30;	75	805 1/2 1.75 813 1.50
24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.88; 48 in.,	78	815 1.00
\$28.50; 60 in., \$35.63; 72 in., \$42.75. Sell Full Roll—12 in., \$9.40; 18 in., \$13.50; 24 in.,	96	828 1.75
\$17.00; 30 in., \$20.50; 86 in., \$23.50; 48 in., \$31.25;	96 C	888 2.00 848 2.50
60 in., \$39.00; 72 in., \$46.50.	121	858 2.75
Sell Cut (lin ft.)—12 in., 9c; 18 in., 13c; 24 in., 16½c; 30 in., 20c; 36 in., 23c; 48 in., 30½c; 60 in., 38c;	Slaymaker	8454 2.00
72 in., 45c.	1902	1/1- 1/ (1-1 1 40
NIPPERS-Nettleton-8-in., \$1.60 each; 10-in., \$1.85; 12-in.,	PAINT SUNDRIES— Alcohol (Denatured) Gal.	1/2-gals 1/2-Gal. 1.60 Quarts Qt
\$2.00; 14-in., \$2.45.	1.gellon #1.85	Porch—
NIPPLES—Right Hand.	5-gallon 1.20	Gals
Size 2 2 3 8 8 4 5 6 7 8 4, black .04 .06 .06 .06 .07 .08 .10 .13 .15	Barrel\$1.20 Glue Lb.	Quarts Qt. 1.30
46 galv06 .11 .11 .11 .12 .14 .16 .18 .33	No. 2 Gelatine65	Oil Gal.
4. 5lack .04 .06 .06 .06 .07 .08 .10 .12 .15	Chicago White65	Floor
	Lead, Selby White 500 lbs. or more15%	Gloss
M'1- 06 11 11 19 14 16 18 99	100-lb kees 16	Lin-O-Oil
46. DIAE .U. 7U. 7U. 7U. GU. ABELL .E	50 and 25-lb. kegs16%	Linseed, Boiled 2.50 Linseed, Raw 2.48
14, galv06 .11 .11 .11 .18 .16 .18 .22 .20 %, black .06 .09 .09 .09 .09 .11 .18 .17 .18	12½-lb. kegs 16½ Paint, Dry Colors	Neatsfoot No. 1 2.50
%, galv08 .14 .14 .14 .14 .18 .31 .35 .32	Burnt Umber051/4	Neutral
1, black .08 .18 .18 .18 .15 .18 .28 .25	Chrome Green, Med15	Paraffine
1. galv 11 10 10 10 10 10 24 38 34 38 14 18 14, black 11 11 17 17 17 17 20 34 38 14, galv 17 17 17 20 39 38 38 45 45	Graphite	Tints, Kalsomine Lb. Barrels
1 12, galv 17 .17 .29 .29 .39 .38 .38 .45 .53	Raw Sienna07	Kegs. 100 lbs
1 1/2, black .18 .13 .20 .20 .20 .25 .39 .56 .40	Venetian Red04 1/2	100-lb. bulk09 %
1 /2 galv21 .21 .35 .35 .35 .39 .46 .54 .60 2, black .18 .18 .27 .27 .27 .23 .38 .50 .54	reliow Ochre05	20 lb. bulk10
2, galv27 .27 .47 .47 .52 .61 .68 .75	lst Grade. White-	Less 25 lbs10 1/2 100 lbs. 5-lb. pkgs10 1/2
NUTS-Cold Punched U. S. d. Hexagon, Tapped-Size 4. 70c	Gals	100 lbs. 5-lb. pkgs10 1/2 Less 100 lb. 5-lb pkgs. 11
lb.; 5-16, 65c lb.; %, 50c lb.; 7-16, 45c lb.; %, 40c lb.; 9-16, 85c lb.; %, 80c lb.; %, 25c lb.; %, 25c lb.; 1,	34-gals 34-Gal. 3.50	Kalsomine, White
	QuartsQt. 1.25 PintsPt70	Bbls., 280 lbs08¾
Hot Pressed U. S. S. Square, Tapped—Size 14, 850 lb.;		Kegs, 100 lbs09 4 25-lb. pkgs. bulk09 1/4
Hot Pressed U. S. S. Square, Tapped—Sise ¼, 85c lb.; 5-16, 80c lb.; ¾, 27c lb.; 7-16, 25c lb.; ¼, 21c lb.; ¼, 19c lb.; ¾, 18c lb.; ¾, 17c lb.; 1, 17c lb.		4 25-lb. pkgs. bulk
	14-gals 14-Gal. 2.25	Less 25 lbs
OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.	Quarts	100 lbs., 5-lb. pkgs09% Less 100 lbs
OAR LOCKS-2-in., per pair 40c: 214-in., per pair 60e:	Gals	Turpentine Gal.
OAR !.OCKS-2-in., per pair 40c; 2¼-in., per pair 60e; 2½-in., per pair, 70c.	2nd Grade White or Colors—	1-gal 1.25
OPENERS (CAN)—	Gals Gal. 2.90	5-gal
No. Each. No. Each. 4	%-gals%-Gal. 1.60 QuartsQt95 J	Wax I.b. Johnson's
16	Inside Floor-	Old English
100	Gals	Bradley's

PANS—Acme Frying—	1-in, 14-in, 14-in, 2-in,
No. 00, each\$.15 No. 4, each\$.40	Gal. Bik. Gal. Bik. Gal. Bik. Gal.
No. 0, each	Bushings 15 . 10 . 25 15 . 80 . 20 . 85 Caps
No. 2, each	Couplings 20
No. 8, each	Orosses75 .55 .90 .60 1.10 1.00 1.75
PAPER—Asbestos, sise 1-16 and under, 80c lb. cut; over 1-16, 80c lb.	Elbows, 45 Deg80 .40 .65 .45 .70 .65 1.10 Elbows, 45 Deg80 .40 .65 .45 .70 .65 1.20
Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15	Elbows, Red85 .85 .60 .40 .65 .65 1.10
Toll; 80-lb., \$1.85 roll,	Elbows, Street40 .80 .55 .85 .60 .75 1.25
Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.)	Floor Flanges
PAPER—Building—	Plugs
P & B Imitation P & B No. 1—500\$2.00 No. 1—500\$1.80	Reducers85 .25 .45 .85 .55 .50 .90
No. 1—500\$2.00 No. 1—1000\$.90 No. 1—1000\$.40	Return Bends80 .65 1.80 .85 1.50 1.25 2.40 Tees
No. 2—500 2.95 No. 2—500 2.55	Unions45 .45 .65 .60 .85 .80 1.00
No. 2—1000 5.75 No. 8—500 4.00 No. 8—500 8.60	Waste Nuts 15 . 20 . 30 . 40 . 65 . 60 . 90 Nipples
No. 8—1000 7.70 No. 8—1000 6.75	14, 14, 16-in. 14-in. 1-in.
Red Resin—	DIE. GEI. DIE. GEI. DIE. GEI. BIE.
17 lb\$1.15 20 lb1.40 25 lb	Close05 .05 .05 .07½ .05 .07½ .10 Long05 .10 .05 .10 .10 .15 .10
PAPER—Roofing, Smooth or Sanded—Ply 4, \$1.85 lb.: ply 1.	4-in, Long05 .10 .08 .10 .08 .15 .10
\$2.25; ply 2, \$2.75; ply 8, \$3.25. PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—	5-in. Long08 .10 .10 .15 .10 .15 .10
No. 00-16. 40e or.: 1. 45e or.: 14. 50e or.: 2. 55e or.: 24.	6-in. Long
No. 00-1/2, 40e qr.; 1, 45e qr.; 11/2, 50c qr.; 2, 55c qr.; 21/2, 60c qr.; 8, 65e qr.	Gal. Blk. Gal. Blk. Gal. Blk. Gal.
PEAVIES — Socket — Bangor —	Close10 .10 .15 .15 .20 .15 .25
	Long
4 3	5-in, Long
3 ½ x 4 ½ 2.75 2.85 8.00 8.25 5 2.75 8.00 8.25	6-in. Long
376.X476 5.00 3.35 3.35 \$,50	PIPE, GAS AND WATER—Black, 1/2-inch, 7c foot; 1/2-inch,
5 3.00 3.35 3.55 3.60	14-inch, 28c: 14-inch, 30c: 2-inch, 40c.
3x5 8.15 8.50 8.75 8.85	PIPE, GAS AND WATER—Black, %-inch, 7c foot; %-inch, 8c; %-inch, 8c; %-inch, 10c; %-inch 12c; 1-inch, 18c; 1-inch, 20c; 1-inch, 20c; 2-inch, 40c. Galvanized— %-inch, 9c foot; %-inch, 9c;
PERCOLATORS, COFFEE—Universal— Each Each	inch, 120, 76-inch, 100, 1-inch, 220, 176-inch, 200, 179
44\$4.00 1204	inch, 37c; 2-inch, 50c. PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint;
46 4.50 1206 4.00	Ainch Que, Sinch Que, Sinch Aue, Tinch Ale Sinch
48 5.00 1208 4.25 52 4.25 1210 5,00	Japan, 85c; 4-inch, 40c; 5-inch 45c. 3-inch Galvanised, 40c; 4-inch, 45c; 5-inch 50e; 6-inch, 55c.
54 4.50 1804 4.25	Half Joints—Size, 5-inch, 20c joint; 6-inch, 25c.
56 5.00 1806 4.50 58 5.50 1808 4.75	Taper Joints—Size, 6-inch to 5-inch, 40c joint; 7-inch to 6-inch, 45c joint. For future delivery, prices withdrawn.
64 5.00 1810 5.00	6-inch, 45c joint. For future delivery, prices withdrawn.
66 5.50 1404 4.75 69 5.00	PITCH—Asphaltum—5-lb. can, 85e; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00.
69 6.25 1406 5.00 614 5.25	PLANES-Wood Smooth, \$1.25 each; Wood Jack, \$1.50.
74 5.50 1410 5.50	Block-Bailey—No. 9 14. \$2.40 each; 9 14. \$2.75; 15. \$2.50;
76 6.00 1504 4.25 79 6.75 1506 4.60	Block-Bailey—No. 9 1/2, \$2.40 each; 9 1/4, \$2.75; 15, \$2.50; 16, \$2.60; 17, \$2.75; 18, \$2.75; 19, \$2.85.
714 7.25 1508 4.75	Block, Stanley—No. 60, \$2.65 each; 60 \(\frac{1}{4}\), \$2.40; 61, \$2.40; 65, \$3.15; 100, 60c; 101, 50c; 102, 85c; 103, \$1.20; 110, \$1.25; 120, \$1.75; 130, \$1.75; 131, \$2.75; 203, \$1.40;
464 5.50 1510 5.25 466 6.00 1704 4.25	\$1.25; 120, \$1.75; 180, \$1.75; 181, \$2.75; 203, \$1.40;
469 6.75 1706 4.50	220, \$1.75.
474 6.00 1708 4.75	Iron, Bailey—No. 2, 2 C, \$4.25 each; 8, 8 C, \$4.50; 4, 4 C, \$4.75; 4 4, 4 4, C, \$5.25; 5, 5 C, \$5.25; 5 4, 5 4, 0, \$6.00;
476 6.50 1710 5.25 479 7.25	6, 6 C, \$7.00; 7, 7 O, \$8.00; 8, 8 C, \$10.
Percolator Tops, 10c each.	\$4.75; 4½, 4½ C, \$5.25; 5, \$7. \$5.25; 5½, 5½ C, \$6.00; 6, 6 C, \$7.00; 7, 7 C, \$8.00; 8, 8 C, \$10. Iron, Stanley—No. 602, 602 C, \$4.50 each; 603, 603 C, \$4.75; 604, 604 C, \$5.25; 604½, 604½ C, \$6.00; 605, 605 C, \$6.00; 605½, 605½ C, \$6.75; 606, 606 C, \$7.75;
PICKS—Railroad—No. 1710, \$1.50 each; 1711, \$1.60; 1712, \$1.75; 1713, \$1.85; 1714, \$2.00; 1715, \$2.25.	605 C. \$6,00; 605 ½, 605 ½ C, \$6,75; 606, 606 C, \$7.75;
Drifting-No. 1, \$1.85 each; 14, \$1.50 each; 2, \$1.60	001, 001 C, \$6.15; 006, 006 C, \$10.50.
each; 8, \$1.75 each; 4, \$1.90 each.	All Wood—Plain, No. 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Razee, No. 17W, \$1.50; 23W, \$2.65;
PINS—Escutcheon—Small lots, 15s oz.; large lots, 40% ever List.	29W, \$3.00.
PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; C 16,	Wood Bottom, Bailey—No. 22, \$3.00 each; 23, \$3.00; 24, \$3.00: 26, \$3.50: 27, \$3.85: 28, \$4.25: 29, \$4.40: 30,
60c each.	\$3.00; 26, \$3.50; 27, \$3.85; 28, \$4.25; 29, \$4.40; 30, \$4.65; 31, \$4.65; 32, \$5.00; 85, \$3.75; 86, \$4.25.
Collars, No. 018, 014, 15c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each;	Rabbet—No. 10, \$7.00 each; 10½, \$5.85; 75, 90c; 90,
Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each; 65 (1612), \$1.10 each; 75, \$1.20 each.	\$4.25; 92, \$4.25; 98, \$5.00; 190, 191, 192, \$2.85.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each, Elbows, No. 8 Corg., 20c each; 4 Corg., 25c each; 5 Corg.,	PLIERS—Bernard's, No. 100, 4½-inch, \$1.00 each; 5½-inch, \$1.25; 6½-inch, \$1.50; No. 101, 5½-inch, \$1.25;
35c each; 6 Corg., 80c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 35c each; 4 Adj. 4 Pc., 80c each; 5 Adj. 4 Pc., 80c each;	6 4-inch \$1.50: No. 102. 4 4-inch \$1.85: 5 4-inch \$2.25:
Pe., 25c each; 4 Adj. 4 Pc., 80c each; 5 Adj. 4 Pc., 80c each;	6 1-inch, \$2.75; 8-inch, \$3.75; No. 103, 4 1-inch, \$1.00;
6 Adj. 4 Pc., 85c each; 8-inch Adj. Galvd., 85c each; 4-inch Adj. Galvd., 45c each; 8 Corg. Jap., 85c each; 4 Corg. Jap.,	5-inch, \$1.10; No. 104, 4\(\frac{1}{2}\)-inch, \$1.00; 5-inch, \$1.10; No. 105, 5-inch, \$2.00; No. 106, 4\(\frac{1}{2}\)-inch, \$1.10; 5-inch,
45c each.	\$1.25; No. 108, 6-inch, \$1.40; 7-inch, \$1.85; No. 111, 51/2
Flue Stops, Nes. 1 and 86, 15c each; \$, 15c each; 80, 20c	inch, \$1.75.
each; 40, 20c each. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,	PLUGS—Spark—\$1.00 each.
60 (Ridge), 75c each.	PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 3, \$1.75; 13, \$2.10; 25, \$2.85; 30, \$2.15; 85, \$2.85; 45½, \$3.00; 90, \$2.75; 93, \$2.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, 60c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518,
PIPE FITTINGS—Price, each.	\$2.85; 80, \$2.15; 85, \$2.85; 45%, \$8.00; 90, \$2.75; 98,
以、見、幾・in. ⅓-in. 気・in. 1-in. Blk. Gal. Blk. Gal. Blk. Gal. Blk.	\$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 103, 60c; 104, 75c;
10. \$ 15. \$ 10. \$ 10. \$ 05. \$ 10. \$ 20. \$.10. \$ 15.	\$2.50; 6524, \$8.00.
Caps	POINTS & OHUCKS-
Orosses	For 80 and 81\$.75 8-inch
Elbows, 00 Deg10 .15 .10 .15 .15 .15 .20	For 35
Elbows, 45 Deg10 .10 .10 .15 .15 .25 .25 Elbows, Red15 .15 .20 .20 .25 .35	8-inch60 No. 60 1.00
Elbews, Street10 .10 .15 .20 .30 .85 .25	4-inch
Floor Flanges	6-inch
Plugs05 .05 .05 .05 .10 .10	POLISH (FURNITURE)-Calol, 1/2 pint, 80c each; 1 pint,
Medicors 11. 11. 11. 12. Stephines	40c; 1 quart, 60c; ½ gallon, \$1.00; 1 gallon, \$1.75; 5
Return Bends20 .85 .25 .45 .80 .45 .50 Tees10 .15 .15 .20 .15 .20 .20	gallons, \$7.00. Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart.
Uniona 20 .25 .20 .80 .25 .85 .30	\$1. \$1. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart,
Wasto Nute10 .10 .10 .10 .10 .15 .10	\$1.00; ½ gallon, \$1.50; gallon, \$2.50.

POLISHES—Continued. Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c;	Each Each Each
2 pound, \$1.40; 5 pound, \$8.00.	804 B, 824 B 18.00 Regulation Police 21.00 848, 353 18.00 1908 Hand Ejector 21.00
Metal—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart \$1.25.	348 B, 358 B 18.50 88 S. & W. Perfected. 20.00
	844, 854
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Sating 10c; 2 O Sating 15c;	860 B, 865 B 14.25 New Departure 32 18.50
1 O Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P,	Smith & Wesson New Departure 38 20.00 1905 Military, Police. 22.00
Queimola 16a	RIVETS-Sicted Clinch, Coppered Steel-No. 9, 10c box; 98,
25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c.	10c box.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c;	Tinners', in Papers—Black: Plus 10%; tinned, plus 10%. Tinners', in Kegs—Black, all sizes, 30c lb.; tinned, 3, 35e;
Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c;	8 1/4, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c.
Strove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enameline, 15c. Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.	RIFLES—No. and Model— 16 A TD—Standard \$3.75
POTS—Fire Gasoline, C. & L. 8 Quart	Dalsy Air Each Stevens
1 \$19.00 10 Quart 1.40	25
5 17.00 12 Quart 1.50 21 14.50 16 Quart 1.75	8 2.65 Marksman 6.50
71 19.00 Tin-	11 1.50 70 TD—.22 11.50
72 17.00 4 Quart \$.55 221 22.50 6 Quart65	12 1.85 Winchester King Air 1886 SF—Round Brl 86.00
Watering Galvanised 8 Guart	4 2.25 TD—Round Brl., 42.00
4 Quart	5
6 Quart	22 1.50 1892 SF—Round Brl. 25.50
	Marlin SF—Octagon Brl. 27.00 SF—Carbine 24.00
each; %, 10c each; 1, 15c each; 1¼, 25c each; 1¼, 40c each. No. 370, % inch, 25c each; 1, 40c each. Brass side, No. 1150, ½ inch, 20c each; %, 25c each. No. 1170, ½ inch, 25c each; %, 30c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2½ 20c each; 660, 15c each; 670, 15c each; 670, 2 15c each; 2½ 20c each; 24c each; 670, 15c each; 670, 2 15c each; 24c 25c each; 670,	20 TD—Octagon Brl. 17.50 SF—Carbine 24.00 27 TD—Round Brl. 20.50 TD—Octagon Brl. 85.00 TD—Octagon Brl. 28.00 1894 SF—Round Brl. 27.50
each. No. 870, % inch, 25c each; 1, 40c each. Brass side. No. 1150, 4 inch, 20c each; 54, 25c each. No.	29 TD—Round Brl. 15.50 SF—Cotagon Brl. 29.50
1170, 1/2 inch, 25c each; 1/3, 80c each.	29 TD—Round Brl., 15.50 SF—Cetagon Brl. 29.50 SF—Carbine 25.50 TD—Octagon Brl. 23.50 TD—Octagon Brl. 85.25
Clothes Line. No. 610, 2 15c each: 2 1/2 20c each: 660, 15c	Remington 1895 SF 88.00
each; 670, 15c each; 1610, 2 15c each; 2½ 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 35c each; 6500,	4 TD—Öctagon Brl. 11.00 1895—Gov't Model . 41.00 6 TD—Round Barrel. 7.60 1895 TD 44.00
55c each.	8 A TD—Round Brl. 45.00 1902 TD—.22 7.50
Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$2.25 each.	12 TD—Round Barrel. 18.20 1908 TD—Plain 82.00 TD—Octagon Brl 20.20 TD—Fancy 56.00
PULLEYS—Frame—No. 4 Ottumwa per dos., 65e; No. 5,	14 A TD—Standard 82.85 1906 TD 21.00
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.	TD—Carbine 82.75 1907 TD 40.00 ROPE—Cotton Thread—Size 8-16, 75c lb.; ½ to 5-16, 75c;
PUMPS—P. S.—1, \$8.00; 2, \$8.40; 8, \$8.85; 4, \$4.25. PUTTY—Per lb., 10c.	% to %, 75c; % to 1, 80c. Manila—Base, 45c lb Sisal, Base, 85c lb.
PUTTY—Per lb., 10c. RAIL (HOUSE DOOR)— Prouty	RULES, BOXWOOD-Lufkin Stanley-No. 171, (86) 85c each;
No. 5	RULES, Boxwood—Lufkin Stanley—No. 171, (86) 50c each; No. 372 (36½) 70c; 378 (3) \$1.15; 386 (32) 70c; 388 (82½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c;
Richards-Wilcox	No. 872 (86½) 70c; 878 (8) \$1.15; 886 (82) 70c; 888
No. Foot No. Foot	(8214) 95c: 465 (69) 20c: 488 (57) 60c: 651 (68) 20c;
No. Foot No. Foot 9	(82½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) .80c; 752 (70) 40c; 762 B (7)
9\$.12 16,019\$.50	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861
9\$.12 16,019\$.50	11.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8881 (66½)
9	702 (13) 40c; 71 (61) 50c; 780 (62 %) 80c; 781 (62) 80c; 861 A (58 %) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60c; 8851 Y (66) 60c; 8861 (66 %) 70c; 8881 (66 %) 81.40.
9	702 (13) 40c; 71 (64) 65c; 780 (62) 30c; 781 (62) 80c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 8881 (66 ½) 71.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 81.00.
9	702 (13) 40c; 71 (64) 65c; 780 (62) 30c; 781 (62) 80c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 8881 (66 ½) 71.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 81.00.
9	702 (13) 40c; 71 (64) 65c; 780 (62) 30c; 781 (62) 80c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 8881 (66 ½) 71.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 81.00.
9	702 (13) 40c; 71 (64) 65c; 780 (62) 30c; 781 (62) 80c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 8881 (66 ½) 71.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 81.00.
9	702 (13) 40c; 71 (64) 65c; 780 (62) 30c; 781 (62) 80c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 3851 Y (66) 60c; 3861 (66 ½) 70c; 8881 (66 ½) 71.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, 81.00.
9	702 (10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20e; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70e; 8518 (03), 40e; 8514 (04) 55e; 8515 (05), 70e; 8516 (06), 80e; 8518 (08), \$1.05; 8523 (408 F), 40e; 8524 (404 F), 50e; 8525 (406 F), 75e; 8526 (406 F), 75e; 8616 (106), 90e; 8624 (854 F), 60e; 8626 (856 F), 85c. SAWS, DISSTON—
9	702 (13) 40c; 31 (01) 50c; 780 (62 %) 30c; 781 (62) 30c; 861 A (53 %) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60c; 3851 Y (66) 60c; 3861 (66 %) 70c; 3851 Y (66) 60c; 3861 (66 %) 70c; 3881 (66 %) 31.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4644, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8524 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7
9	702 (13) 406; 31 (01) 506; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75e; 881 (54) 85e; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20e; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50e each; No. 806 F, 70e; 8518 (03), 40e; 8514 (04) 55e; 8515 (05), 70e; 8516 (06), 80e; 8518 (08), \$1.05; 8523 (403 F), 40e; 8524 (404 F), 50e; 8525 (405 F), 65e; 8526 (406 F), 75e; 8616 (106), 90e; 8624 (854 F), 60e; 8626 (856 F), 85e. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7
9	702 (10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20e; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70e; 8518 (03), 40e; 8514 (04) 55e; 8515 (05), 70e; 8516 (06), 80e; 8518 (08), \$1.05; 8523 (408 F), 75c; 8526 (406 F), 75c; 8524 (404 F), 50e; 8525 (405 F), 65e; 8526 (406 F), 75c; 8618 (106), 90e; 8624 (854 F), 60e; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7
9	702 (10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4648, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8515 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. 28-in. No. 18-in. 20-in. 22-in. 24-in. 26-in. 28-in.
9	702 (13) 406; 31 (61) 506; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75e; 881 (54) 85e; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20e; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50e each; No. 806 F, 70e; 8518 (03), 40e; 8514 (04) 55e; 8515 (05), 70e; 8516 (06), 80e; 8518 (08), \$1.05; 8523 (403 F), 40e; 8524 (404 F), 50e; 8525 (405 F), 65e; 8526 (406 F), 75e; 8616 (106), 90e; 8624 (854 F), 60e; 8626 (856 F), 85e. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7 \$1.90 \$3.00 \$3.15 \$3.25 \$2.85 \$3.60 2.70 2.85 \$3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 2.95 3.20 3.85 3.65 3.85 D-21 & 22 2.80 2.95 3.20 3.85 3.65 3.85 3.55 2.85 D-20 & 28 & 3.85 3.55 3.85 3.85 3.85 3.85 3.85 3.85
9	702 (10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80e; 861 A (53 %) 80e; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60e; 8851 Y (66) 60e; 8861 (66 %) 70e; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20e; 4141, 4641, Zig-Zag, 90e; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50e each; No. 806 F, 70e; 8518 (03), 40e; 8514 (04) 55e; 8515 (05), 70e; 8516 (06), 80e; 8518 (08), \$1.05; 8523 (408 F), 50e; 8524 (404 F), 50e; 8525 (406 F), 65e; 8526 (406 F), 75c; 8613 (108), 50e; 8615 (105) 75e; 8616 (106), 90e; 8624 (854 F), 60e; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.00 D.8 \$1874 2.85 2.50 2.60 2.70 2.85 \$1.0 12 2.80 2.95 3.20 8.85 8.60 8.85 D.21 \$22 2.80 2.95 3.20 8.85 8.60 8.85 D.20 \$2.50 2.65 2.85 8.55 0.5 3.25 8.50 D.20 \$2.50 2.65 2.85 8.55 0.5 3.25 8.50 D.20 \$2.50 2.65 2.85 8.55 3.55 8.55 0.5 3.25 8.55 0.50 0.50 2.75 2.85 8.50 D.20 \$2.50 2.65 2.85 8.55 3.55 8.55 0.50 2.55 3.55 8.55 0.50 2.55 3.55 8.55 0.50 2.55 3.55 8.55 0.50 2.55 3.55 3.55 3.55 3.55 3.55 3.55 3.55
9	702 (13) 40c; 31 (01) 50c; 780 (62 %) 80c; 781 (62) 80c; 861 A (53 %) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60c; 8851 Y (66) 60c; 8861 (66 %) 70c; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$3.00 \$3.15 \$3.25 \$2.85 \$3.60 \$1.00. 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 2.95 3.20 3.85 3.65 3.85 D-21 & 22 2.80 2.95 3.20 3.85 3.65 3.85 D-20 & 2.85 2.85 3.05 3.25 3.85 D-20 & 2.85 3.25 3.85 3.50 3.85 3.50 3.55 3.55 3.55 3.55 3.55 3.55 3.5
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$3.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 \$ 1874 2.35 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.65 D-20 \$28 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-115 \$15 3.55 3.55 3.55 3.55 3.55 SAWS—One Man— Rivard
9	\$1.10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80c; 861 A (53 %) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60c; 8851 Y (66) 60c; 8861 (66 %) 70c; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (06), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Ray 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.00 12 2.85 3.10 12 2.80 2.95 3.20 3.55 3.65 3.25 3.55 120 120 2.80 2.95 3.20 3.85 8.60 3.75 4.00 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 3.15 8.25 3.40 8.00 3.75 4.00 4.04 4.04 85 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.5
9	\$1.10; 771 (84) 65c; 780 (62 %) 80c; 781 (62) 80c; 861 A (53 %) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 %) 60c; 8851 Y (66) 60c; 8861 (66 %) 70c; 8881 (66 %) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (06), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (406 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Ray 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.60 D-8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.00 12 2.85 3.10 12 2.80 2.95 3.20 3.55 3.65 3.25 3.55 120 120 2.80 2.95 3.20 3.85 8.60 3.75 4.00 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 2.50 2.65 2.85 8.05 3.25 3.50 120 3.15 8.25 3.40 8.00 3.75 4.00 4.04 4.04 85 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.85 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.55 8.50 120 3.5
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9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80e; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 90c; 8518 (08), \$1.05; 8523 (408 F), 75c; 8516 (06), 90c; 8524 (404) F), 50c; 8525 (406 F), 75c; 8526 (406 F), 75c; 8613 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 81-90 \$3.00 \$2.15 \$3.25 \$2.85 \$3.00 2.50 \$3.10 \$1.00. \$1.10 \$2.85 \$2.50 \$2.60 \$2.70 \$2.85 \$3.10 \$1.00. \$2.15 \$3.25 \$2.85 \$3.00 \$3.15 \$3.25 \$3.45 \$3.70 \$1.20. \$2.85 \$3.05 \$3.25 \$3.45 \$3.70 \$1.20. \$2.80 \$2.95 \$3.20 \$3.55 \$3.60 \$3.75 \$4.00 \$3.15 \$3.25 \$3.85 \$3.50 \$3.25 \$3.45 \$3.70 \$1.15 \$1.5 \$1.5 \$3.85 \$3.50 \$3.25 \$3.60 \$3.75 \$4.00 \$3.15 \$3.25 \$3.25 \$3.50 \$3.25 \$3.60 \$3.75 \$4.00 \$3.15 \$3.25 \$3.25 \$3.50 \$3.25 \$3.60 \$3.75 \$4.00 \$3.15 \$3.25 \$3.25 \$3.50 \$3.25 \$3.5
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9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$3.00 \$2.15 \$2.25 \$2.85 \$2.80 D-8 \$ 1874 2.35 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 \$3.60 12 2.70 2.85 3.05 3.25 3.45 3.70 112 2.80 2.95 3.20 3.85 3.60 3.85 D-21 \$22 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.55 3.50 3.65 3.25 3.50 D-100 3.55 3.50 3.65 3.25 3.50 D-100 3.55 3.50 3.60 3.75 4.00 D-115 \$15 3.50 3.60 3.70 3.85 3.50 SAWS—One Man— Simonds Disston Chinock C.O. Chinock C.O. Atkins No. 400 and 401— 28 in. 5.50 20 in. 4.46 22 in. 5.30 Atkins No. 68 and 69—
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (406 F), 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Bip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.80 D.8 \$1874 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.45 3.70 112 2.280 2.95 3.20 3.85 3.65 3.85 D.21 \$22 2.50 2.65 2.85 3.05 3.25 3.50 D.100 2.50 2.50 2.65 2.85 3.05 3.25 3.50 D.100 2.50 2.50 2.65 2.85 3.05 3.25 3.50 D.115 \$15 3.25 3.50 6 6½ 3.90 4.00 4.05 SAWS—One Man— Simonds Disston Simonds Felling same price as Royal Chinock C. C. Atkins No. 400 and 401— 28 in. \$8.85 4.00 6½ 10.80 6 6.55 22 in. \$8.85 22 in. 4.85 24 in. 5.60 3.65 3.85 3.55 3.55 25 in. 5.50 18 in. 4.46 25 in. \$8.86 3.86 22 in. 4.85 26 in. 5.50 18 in. 4.46 28 in. 5.50 18 in. 5.50 18 in. 4.46 28 in. 5.50 18 in. 5.50 1
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8625 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$3.00 \$3.15 \$3.25 \$2.85 \$3.50 D.8 \$1874 2.35 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.85 2.50 2.60 2.70 2.85 3.10 12 2.80 2.95 3.20 3.85 3.65 3.85 D.21 \$22 2.50 2.65 2.85 3.05 3.25 3.50 D-100 2.50 2.65 2.85 3.05 3.25 3.50 D-100 3.55 3.50 3.65 2.85 3.05 3.25 3.50 D-115 \$15 3.85 \$3.50 6ft. \$9.60 5½ \$5.75 4 ft. 3.85 \$3.50 6ft. \$9.60 5½ \$5.75 4 ft. 3.85 \$3.50 7½ 12.00 6½ 7.30 514 ft. 3.85 \$3.50 7½ 12.00 6½ 7.30 515 4 ft. 3.85 \$3.50 7½ 12.00 6½ 7.30 516 \$3.85 \$3.50 7½ 13.25 7½ 9.56 Simonds Felling same price as Royal Chinock C. C. Atkins No. 400 and 401— 28 in. \$3.85 \$3.50 18 in. \$4.15 Atkins No. 68 and 69— 28 in. \$3.85 2.00 22 in. \$3.85 22 in. \$3.85 22 in. \$3.85 22 in. \$3.85 23 in. \$3.85 24 in. \$3.85 2.00 in. \$3.85 25 in. \$3.85 26 in. \$3.85 27 in. \$3.85 28 in. \$3.85 29 in. \$3.85 20 in. \$3.85
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (406 F), 75c; 8613 (108), 50c; 8515 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$3.50 D.8 \$1874 2.35 2.50 2.60 2.70 2.85 \$1.0 12 2.270 2.85 3.05 3.25 3.45 3.70 112 2.280 2.95 3.20 3.85 3.65 3.85 D.21 \$22 2.250 2.65 2.85 3.05 3.25 3.50 D.100 2.50 2.65 2.85 3.05 3.25 3.50 D.115 \$15 3.85 \$3.50 6ft, \$9.60 5½ \$5.75 \$2.8WB—One Man— Simonds Disston 8½ ft. 3.85 \$3.50 6ft, \$9.60 5½ \$5.75 \$2.50 2.60 2.70 2.85 3.50 SAWB—One Man— Simonds Disston 8½ ft. 3.85 4.00 66½ 10.80 6 6.50 4½ ft. 4.30 4.50 7 12.00 6½ 7.30 5 ft. 4.80 5.00 7½ 13.25 7 3.15 Atkins No. 400 and 401— 28 in. \$6.35 22 in. \$6.35 24 in. \$5.60 18 in. \$2.50 26 in. \$8.16 2.90 18 in. \$2.50 28 in. \$8.90 18 in. \$2.50 29 in. \$2.50 29 in. \$2.50 20 in.
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80e; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.80 \$2.80 \$2.80 \$2.85 \$2.85 \$2.80 \$2.80 \$2.95 \$2.85 \$3.60 \$2.70 \$2.85 \$3.10 \$12 \$2.50 \$2.80 \$2.50 \$2.80 \$2.70 \$2.85 \$3.10 \$12 \$2.50 \$2.80 \$2.50 \$2.80 \$2.70 \$2.85 \$3.10 \$12 \$2.50 \$2.80 \$2.50 \$2.85 \$3.60 \$2.70 \$2.85 \$3.00 \$2.15 \$2.85 \$3.60 \$2.70 \$2.85 \$3.00 \$2.15 \$2.85 \$3.60 \$2.85 \$2
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 3881 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8518 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.85 \$2.80 D.8 \$1874 2.355 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.45 3.70 12 2.80 2.95 3.20 3.85 3.60 3.85 D.21 \$22 2.50 2.65 2.85 3.05 3.25 3.85 D.20 \$2 2.85 3.05 3.25 3.85 D.100 2.50 2.65 2.85 3.05 3.25 3.85 D.100 2.50 2.65 2.85 3.05 3.25 3.85 D.100 2.50 2.65 2.85 3.05 3.25 3.50 SAWS—One Man— Simonds Disston Chinock C.O. Chinock C.O. 4tkins No. 400 and 401— 28 in. 5.50 20 in. 4.46 34 ft. 3.85 4.00 6½ 10.80 6 6.50 4½ ft. 3.85 4.00 6½ 10.80 6 6.50 Atkins No. 68 and 69— 28 in. 5.50 18 in. 3.20 Atkins No. 68 and 69— 28 in. 3.80 22 in. 2.50 2.60 in. 3.90 18 in. 3.90 Atkins No. 58 51 and 68— 28 in. 3.90 18 in. 3.90 Atkins No. 58 51 and 68— 28 in. 3.90 20 in. 3.60 2.60 in. 3.90 20 in. 3.60 Atkins No. 58 51 and 68— 28 in. 3.90 20 in. 3.60 Atkins No. 58 51 and 68— 28 in. 3.90 20 in. 3.60 Atkins No. 58 51 and 68— 28 in. 3.90 30 in. 3.40 Atkins No. 64— Atkins No. 64— Atkins No. 64—
9	\$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80e; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 3851 Y (66) 60c; 3861 (66½) 70c; 8831 (66½) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00. RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 75c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (406 F), 75c; 8516 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c. SAWS, DISSTON— No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip. 7 \$1.90 \$3.00 \$3.15 \$3.25 \$2.85 \$3.00 D.8 & 1874 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 16 2.85 2.50 2.60 2.70 2.85 3.10 12 2.70 2.85 3.05 3.25 3.45 3.79 112 2.20 2.80 2.95 3.20 8.85 8.60 8.85 D-20 & 28 2.50 2.65 2.85 8.05 8.25 3.60 Blanchs Disston SAWS—One Man— Simonds Disston \$3½ ft. 3.85 \$3.50 6ft. \$9.60 5½ \$3.75 4.00 D-115 & 15 8.80 8.90 4.05 4.20 4.40 4.65 SAWS—One Man— 28 in \$3.80

	PPIATE PRIMING	
SAWS—Continued. Hand— 28 in	Atkins No. 66 and 67—22 in 2.65	D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.80; 9, \$2.75; 16, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25. The last figure in the number of a secop shows its size.
36 in 8.15 34 in 9.90	20 in 2.50 18 in 2.30	\$2.90; 742, \$2.25; 748, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$8.15; 750, \$3.25.
Atkins No. 70— 28 in	23 in 2.10	The last figure in the number of a secop shows its size. SCREWS— Iron Bench—
26 in 2.40 24 in 2.20	20 in 1.95 18 in 1.79	% \$1.00 1½ 1.40 % 1.10 1½ 1.50 1 1.20 1½ 2.35
No. 5 Simonds, No. 12 Dise ton or No. 69 Atkins.	24-inch 8.50 26-inch 8.85	1 1.20 1 2.25 Wood Hand—
30-inch	28-inch 4.25 80-inch 4.75	6 inch
No. 8 Simonds, No. D8 Disston or No. 51	20-inch	10 inch
Atkins. 20-inch	24-inch	Jorgensen
22-inch 2.75 24-inch 2.85	28-inch 8.25	No. 1
26-inch 3.00 28-inch 3.50	No. 4 Simonds or No. 120 Disston.	SCREWS-Wood-
80-inch 8.75 No. DIOO or No. D20	26-inch	Contr. Broken Flat Hd. Brt.—Small Quant. Full Pkg. Pkg. 5c Dozen to \$1.00 List
Diseton. 26-inch	No. 112 Diaston. 26-inch	FH Brt60% 50% 10c Dozen to 2.00 List FH Bl60% 50% 15c Dozen to 3.00 List
28-inch 8.50	28-inch 3.50	RH Bl 60% 50% 20c Dozen to 4.00 List RH Nic 50% 40% 25c Dozen to 5.00 List
Back 13 in 9.25 Back 14 in 2.50	Butcher No. 10, 16 in. 1.25 18 in 1.85	FH Gal40% 80% 30c Dozen to 6.00 List FH Brs20% 20% 35c Dozen to 7.00 List
Back 18 in 2.78 Back 20 in 8.00	20 in 1.50 23 in 1.65	RH Brs 20% 20% Retail Contr's. by dos. Lag
Back 23 in 3.25 Compass No. 2, 10 in60	Kitchen No. 2, 12 in45	Cap V. thread
13 fn	16 in	Cap SAE list Plus 25% Set list Plus 25% Machine Iron 30% off list.
16 in	26 in 8.75 28 in 4.25	Machine Iron 30% off list. Machine Brasslist Plus 20%
Disston. 16-inch	80 in 5.00 Nest Complete No. 8. 1.50	Machine Brass Nuts for Machine Screws—Iron, add 20% to List Price; Brass, 40% to List Price.
18-inch 1.90 Buck—		Bench—Iron—1·inch, \$1.00; 1%-inch, \$1.25; 1%-in, \$1.50; 1½-inch, \$2.25. Wood—2·inch, \$1.25.
Com Sgl Brace V tooth Com Dbl Brace Tuttle tooth	1.00	SCREW DRIVERS—Yankee—30, \$2.00; \$1, \$3.75; \$6, \$1.50; 180, \$2.25; 181, \$2.90
Com Dbl Brace Tuttle tooth Com Dbl Brace V tooth SAW CLAMPS—Stearns. 8. \$1		SCREW DRIVERS-G. & P867-1%, 85e; 8, 40c; 4, 45e.
8AW CLAMPS—Stearns. 3, \$1 200, \$1.50; Went, 2, \$2.50; \$1.50; N88, \$2.00; No. 11 wit	Perfection, \$1.00; No. 10, th guide, 88.35.	SCYTHES—Bush— Grass No. Each No. Each
BAW BETS-	Oolonial 1.25	400
201 G. & P \$1.00 Spec. Morrill 1.10 105 Morrill 60	7 Taintor	Weed 100 2.85 300 2.40 150 2.25
1 Morrill 1.00 10 1.00	Hammer	STEEL-Mild-See Iron. Tool, 20c; Drill, Com., 20c.
77		STEEL GOODS—Forks, Alfalfa—Ao134½, \$2.00 each; Ao185, \$2.00 each.
Morrill No. 8\$1.95 Baker No. 8 2.85	Merin No. 3 3.35 Merin No. 346 3.75	Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; B018D, \$2.00: B050D, \$2.75.
BAW TOOLS-	Morin No. 2½ 2.75 Merin No. 8 1.00 Setting Tool Diseton—	Forks, Hav—No. o 3154 1/2 B, \$1.60 each; o 3155B, \$1.65
Clipper Outfit\$.75 Morin Raker Gauge-	No. 100	each; o 3155½B, \$1.75; 0 3164½, \$1.80; o 3165, \$1.85;
No. 1	No. 4 Blocks, Morin. 1.00 Bwages No. 0 Disst. 4.50	Til- Udem De15414 \$9.95 each: Rollin 32.30
No. 9	Swages, Whitings 1.00 Atkins Rex 1.00	Ro155 ½, \$2.25; Ro156, \$2.35; Ro164½, \$2.40; Ro165, \$2.50; Ro165½, \$2.50; Ro166, \$2.60; So155, \$2.25; So155½, \$2.35.
5-M Tooth Gauge15 Jointers Pikes Perf60 Jointers No. 7 Sterns .65	Atkins Excelsion75	Bowles Manue No odD \$1.50 each; 05DX \$1.60; 05D.
SCALES-Family, No. 11021, \$2	.85 each; 1102, \$2.50 each;	\$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44½X, \$1.35; 54½X, \$1.50; 64½X, \$1.75; o44½XZ, \$1.85; 64½X, \$1.50; 64½X, \$1.50; 64½XZ, \$1.85; 64½X \$1.85;
Peddlers, No. 101, \$4.00 each; each; 485E, \$4.00 each.		044X, \$1.40; 044½X, \$1.50; 044½X, \$1.50; 054½X, \$1.75; 054½X, \$2.15; 064½X, \$2.15; 064½X, \$2.25. Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; 0LDX.
Spring Balance, No. 87, \$4.50 \$5.50 each.	each; 302, \$4.50 each; 308,	\$1.50; 1.41, \$1.85; 61.41, \$1.50; 6514, \$2.50, \$64, \$2.50
SCISSORS—Cast, No. 10, 40c edinch 45c; 240, 4 inch 25c; 41/2		JoW, \$2.50. Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 1P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65e;
4 1/2 inch 80c; 5 inch 85c; 5 1/2 70c; 850, 65c.		DD6 00e: W7 \$1 10: W746 \$1 10: 34W. 75C.
Wiss, No. 4 B H, \$1.25 each;		Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFM, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.85;
54½, 95c; 55, \$1.00; 55½, \$1 57, \$1.20; 154½, \$1.10; 155,	#1 1E. 1EE1/ #1 90. 1E#	6GNR, \$1.50. Hooks, Manure—No. M40, \$1.35 each.
\$1.20; 156\(\frac{1}{2}\), \$1.35; 157, \$1.4 365, \$1.80; 366, \$1.45; 468, \$1.20; 578, \$1.45; 578\(\frac{1}{2}\), \$1.6 668\(\frac{1}{2}\), \$1.60; 664, \$1.65; 768 \$1.15; 764\(\frac{1}{2}\), \$1.20; 765, \$1.2 778, \$1.10; 778\(\frac{1}{2}\), \$1.15; 774 \$1.25; 815, \$1.30; 815\(\frac{1}{2}\), \$1.55	\$1.10; 468 14, \$1.15; 464,	Rakes, Cast Steel-No. 10, 85c each; 12, 90c, 14, 41.00,
663 14, \$1.60; 664, \$1.65; 768	3, \$1.05; 768 %, \$1.10; 764,	Rakes, Hay, Wood—No. 01, 50c each. Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 134R.
778, \$1.10; 778 ½, \$1.15; 774	5; 763 %, \$1.80; 766, \$1.85; 1, \$1.20; 814, \$1.20; 814 %,	65c; 2046, \$1.15. Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM,
\$1.25; 815, \$1.80; 815½, \$1.8 dCOOPS—Long Handle, No. A 4	0, 010, 41.10.	65c; 12SM, 60c; 14BM, 60c; 14SM, 65c. Rakes, Steel Bow-No. B11, \$1.10 each. SB12, 90c; B13,
744 L, \$2.50; 746 L, \$2.60.		\$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00. GOODS—
Potate Forks. Fish Fo		Snathes Mortar, Floral Sets.
POSD 1.86 IF	\$.75 RA	50 1.85 9 \$1.15 1
Stuice Forks. HHA	1.65 G078	Smith's Hoce. M29 1.25 4PSF 2.50
210 2.50 99E	3.38 40/02	50A 1.00 Invincible. Floral Shevels
212 8.75 Hoee	BB6	DNo. 7 1.00 Ambalt.
710\$8.00 712 8.25	1.10 BB6 1/2	GPe.0 Turf. The Police
716 8.75 W		Planter's Eye. Dandelion. GE6
Shavings Forks. Ladie		AES

BHEARS—Grass	No. Each No. Hech
Each Each	100 G V R 3.75 100 R G T D
26	100 R B T D 4.00 1016, 1018 8.75
6½	Try and Mitre
SHEARS—Dressmakers', Etc., Wiss-	2 6
No. Each No. Each 130	2 9
136 1.25 190 L 2.45 136 ½ 1.85 198 1,60	12 6
187 1.45 199 2.00 187½ 1.50 847 1.65	12 10 1.00 20 12 1.25
187¼ L H 1.90 847¼ 1.75	STONES, SHARPENING-Aloxite or Carborundum-No. 107,
188 L H 2,00 447 1.80	\$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 128,
188½ 1.65 447½ 1.90 189 2.00 448 2.05	\$1.00: 124 to 120. 80c: 138 to 130. \$1.25: 186 to 188.
147 1.45 1080 2.45 147½ 1.55 1086 1.25	75c; 142 to 144, 60c; 145 to 147, 40c. Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16,
148 1.60 1086 ½ 1.85 148 ½ 1.65 1087 1.45	10e; 20, 40e; 22, \$1.00; 35, 15e; 87, 35e; 40, 35e; 43, 35e; 48, 50e; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 56, \$1.
180 2.45 1037½ 1.55	\$2.75; 08, \$8.75; 78, 50c; 80, 50c; 86, 75c; 88, \$1.00; 92,
184 8.80 1088 1/2 1.65	50c; 94, 60c. Pike's Scythe—No. 89, 15c each; 40, 15c; 41, \$15c; 42, 20c.
186 4.90 1089 2.00	SPRAY PUMPS-Faultless, Tin, each, 60c; Barnes No. 254,
SHEETS—Galvanized, Full Sheets—10 to 16, 12½ c lb.; 18 to 24, 18c; 26 to 27, 18c; 28, 14c; 80, 15c Black	\$4.50; Barnes No. 276, \$7.00.
Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrupated—Ptd	STAPLES—Netting, Galv., 15c lb.; Barbed Wire., Polished, 74c.
28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50;	STARRETTS' TOOLS—''Shop'' or ''Ratail''
Rock Face Siding, \$10.50. SHEET'S (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30	Micrometers, 40% above list.
gauge, 16c cut, 12c full sheet.	Oaliper Rules, 40% above list. Thickness Gauges, 40% above list. Steel Tables, 40% above list.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 80 gauge, 20c cut, 14c full sheet.	Steel Tables, 40% above list. All other items, 25% above list.
Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.	G. & P. GOODS—Hack Saw Frames—
Painted, Corrugated, 28-gauge, 6 to 10 feet, open.	69\$1.75 69B\$1.50 247\$2.00 5\$.50 14\$2.00 STOCKS & DIES—
SHIELDS— Diamond—Expansion %, each	Green River List plus 25% Common No. 1 pipe \$7.75
8-16, each\$.05 Diamond—Lead	Little Giant, List plus 25% No. 2
14, each	No. 2
%, each	No. 3, 1% to 318.00 Armstrong No. 3 8.80
%, each	No. 8, 1 to 2 15.60 No. 8 5.80 STOP AND WASTE—
SHINGLES—TH, DX7, \$8.00.	Rough Brass, Iron Pipe Threads No. 10 T-Handle er
SHOES—Horse—Light, extra light or snow. All sises, 10e lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.	No. 20 Lever Handle— 14 inch
Cast Sieign-Fist, 9c ib.; Concave of Convex, 10c ib.	% inch
SHOT—Air Rifle, No. 25 (bulk), 20e lb.; No. 125 (1-lb. bags), 20e lb.; No. 525 (tubes), 10e pkg. Balla, Nos. 0, 00, 000	Rough Brass, Iron Pipe Threads
20c lb. Buck, Nos. 1, 2, 8, 20c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.	% inch 3.10 1 inch 3.75
SHOVELS-D Handle, Round Point, No. 102, \$2.60 each; 201,	STOVES—Common Air-Tights— No. 16 Unlined\$2.25 No. 22 Lined\$4.50
\$2.25; 401, \$1.90; 1008, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 208, \$2.25; 807, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010,	No. 18 Unlined 8.00 No. 24 Lined 5.00
807, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.	No. 20 Lines 4.00 No. 25 Lines 5.99
	No. 20 Lined 4.00 No. 26 Lined 6.00 STRIP—Weather—Rubber, 1/2-in. Se per ft; 1/4-in. 4c ft.
Long Handle, Round Point, No. 200, \$2.25 each; 800, \$2.25; 400. \$1.90; 400 A. \$2.25; 700. \$2.25; 701. \$2.50; 800.	STRIP—Weather—Rubber, 4in. Se per ft; 4in. 4c ft. SUPPORTS—Wagon Tongue—
Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tengue— No. in. Price No. in. Price
\$2.25; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 103, \$2.60 each; 202, \$2.25; 804, \$2.50; 403, \$1.90; 702, \$2.50; 1006, \$2.15; 1007,	STRIP—Weather—Rubber, %-in. 8e per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue—No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$3.00 8 % \$3.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50
804, \$2.50; 402, \$1.90; 702, \$3.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.	STRIP—Weather—Rubber, %-in. 8c per ft; %-in. 4c ft. SUPPORTS—Wagon Tengue— No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N).
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer	STRIP—Weather—Rubber, %-in. 8c per ft; %-in. 4c ft. SUPPORTS—Wagon Tengue— No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N).
\$04, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ABSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Flexible Flyer— Racer	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.60 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Euperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each; TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85e
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Flexible Flyer— No. 1	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ABSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Flexible Flyer— No. 1 \$3.00 No. 2 \$3.50 No. 2 \$3.50 No. 2 \$3.50 No. 3 \$4.59 No. 4 \$5.50 No. 1 \$2.25	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 No. 2 \$3.50 No. 3 \$4.50 Fire Fly— No. 9 \$1.75	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Flexible Flyer— No. 1 \$3.00 No. 2 \$3.50 No. 2 \$3.50 No. 3 \$4.59 No. 4 \$5.50 No. 5 \$7.50 No. 1 \$2.55 No. 6 \$5.50 No. 1 \$2.25	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Baperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, \$5e lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 No. 2 \$.50 No. 3 \$.50 No. 4 \$.550 No. 10 \$2.25 No. 5 \$.75C No. 11 \$2.75 No. 6 \$.15.00 No. 12 \$3.25 SMOOTH-ON—75c lb. SOLDER—½ and ½, 70c lb.; No. 1, 90-100, 65c lb.; Wiping,	STRIP—Weather—Rubber, %-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price 1 % \$1.50 2 % \$3.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Esperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 35e lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c. Carpet, No. 484 Out, or 484 Wire ¼ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 438 Wire ¼ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ABSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 Tux. Recer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.5C No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—1/2 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.	STRIP—Weather—Rubber, ¼-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongus— No. in. Price 1 % \$1.50 2 % \$3.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 35e lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c. Carpet, No. 434 Out, or 484 Wire ¼ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438, Out, or 488 Wire ¼ lb. papers—3, 7½c; box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Out, ¼ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305. Out. = 355
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ABSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 Tux. Recer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.5C No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—1/2 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 85c lb.; No. 4, \$5c lb.; 6, \$5c; 8, \$5c; 10, \$5c. Carpet, No. 484 Out, or 484 Wire ½ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 438 Wire ½ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 804 Cut, ½ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 805, Out, or 355 Wire in bulk—8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued. ½ lb. papers—9, 5e box: 10, 5c;
804, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ABSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 Tux. Recer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.5C No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—1/2 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.	STRIP—Weather—Rubber, ¼-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongus— No. in. Price No. in. Pr
\$2.45; 1008, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Racer 4.25 Flexible Flyer— 5.00 No. 1 \$3.00 Tux. Racer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.50 No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—½ and ½, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb. SNIPS, TINNERS—Wiss, Regular—No. W 6½, \$4.25 pair; W7, \$3.75; W8, \$8.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50 Wiss, Curved Blade—No. W6½CB, \$6.25 pair; W7CB, \$5.25; W6CB, \$4.50; W9OB, \$4.00; W10CB, \$8.65; W110B,	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 85c lb.; No. 4, \$5c lb.; 6, \$5c; 8, \$5c; 10, \$5c. Carpet, No. 484 Out, or 484 Wire ½ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 438 Wire ½ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 804 Cut, ½ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 805, Out, or 355 Wire in bulk—8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued. ½ lb. papers—9, 5e box: 10, 5c;
\$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each: Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each: Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Baperba (N), \$7.00 each: Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c. Carpet, No. 484 Out, or 484 Wire ½ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 488 Wire ½ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 10, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Cut, ½ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, will be papers—1½ 15c box; 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, will be papers—1½ 15c box; 15c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c TAPS—Machine Hand— Disa. 1-16 to 15-6430%
\$2.45; 1008, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Racer	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 85c lb.; No. 4, \$5c lb.; 6, \$5c; 8, \$5c; 10, \$5c. Carpet, No. 484 Out, or 484 Wire ½ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out, or 488 Wire ½ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 85c; 8, 85c; 10, 85c; 12, 85c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 804 Out, ½ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, cr 355 Wire in bulk—8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued, ½ lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 80c lb.; 210, 30c; 211, 30c; 212, 80c TAPS—Machine Hand— 1-16 to 18-64 30% ½ to 1 30% 3-16-16 to 18-64 30% 3-16-16 t
\$04, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Buperba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 85c lb.; No. 4, \$5c lb.; 6, \$5c; 8, \$5c; 10, \$5c. Carpet, No. 484 Out, or 484 Wire ½ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out, or 488 Wire ½ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Out, ½ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, er 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued, ½ lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c TAPS—Machine Hand— 1-16 to 15-64 30% 1-16 to 2 30% Left Had Dbl list plus 20% Machine Screw—
\$2.40, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Recer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 Tux. Racer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.50 No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—¼ and ¼, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb. SNIPS, TINNERS—Wiss, Regular—No. W 6¼, \$4.25 pair; W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50. Wiss, Curved Blade—No. W6½OB, \$6.25 pair; W7OB, \$5.25; W8OB, \$4.50; W9OB, \$4.00; W10OB, \$3.65; W11OB, \$3.00; W12OB, \$2.65. SQUARES, STEEL— No. Bach Me. Each 3 2.25 24 1.40 3 B, 3 G 3.00 27 1.75 10 1.50 100 2.65	STRIP—Weather—Rubber, ¼-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price 1 % \$1.50 2 % \$3.00 8 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 85e lb.; No. 4, 35c lb.; 6, 25c; 8, 35c; 10, 35c. Carpet, No. 434 Cut, or 484 Wire ¼ lb. papers—3, 10e box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out, or 488 Wire ¼ lb. papers—3, 7½c; box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk— 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Cut, ¼ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, er 355 Wire in bulk—8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued, ½ lb. papers—9, 5e box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c TAPS—Machine Hand— 1-16 to 15-64. 30% 11-16 to 2. 30% 11-16 to 2. 30% 11-16 to 2. 30% 11-16 to 12-30% 14 to 12-35% 14 to 12-35% 14 to 12-35% 15 to 24-35% 15 to 24-35% 16 to 24-35%
\$2.45; 1008, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50. ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00. SLEDS—Hand and Coaster. Jr. Racer 4.25 Flexible Flyer— Racer 5.00 No. 1 \$3.00 Tux. Racer 7.50 No. 2 3.50 Fire Fly— No. 3 4.59 No. 9 \$1.75 No. 4 5.50 No. 10 2.25 No. 5 7.50 No. 11 2.75 No. 6 15.00 No. 12 3.25 SMOOTH-ON—75c lb. SOLDER—¼ and ¼, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb. SNIPS, TINNERS—Wiss, Regular—No. W 6¼, \$4.25 pair; W7, \$3.75; W3. \$8.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50. Wiss, Curved Blade—No. W6¼CB, \$6.25 pair; W7CB, \$5.25; W8CB, \$4.50; W9CB, \$4.00; W10CB, \$3.65; W11CB, \$3.00; W12CB, \$2.65. SQUARES, STEEL— No. Bach Me. Each 3 2.25 24 1.40	STRIP—Weather—Rubber, ½-in. Se per ft; %-in. 4c ft. SUPPORTS—Wagon Tongue— No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$3.00 3 % \$2.75 SWEEPERS, CARPET—Bissel's—American Queen (N), \$5.50 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Club (N), \$10.00 each; Grand Rapids (N), \$5.00 each; Grand Rapids (J), \$4.50 each; Parlor Queen (N), \$6.00 each; Princess (N), \$5.25 each; Superba (N), \$7.00 each; Universal (N), \$4.75 each; Universal (J), \$4.25 each. TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 35c lb.; No. 435c lb.; 6, 35c; 8, 35c; 10, 35c. Carpet, No. 434 Out, or 484 Wire ¼ lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 438 Wire ¼ lb. papers—3, 7½c box; 4, 7½c; 6, 7½c; 8, 7½c; 10, 7½c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholstorers'—No. 304 Out, ¼ lb. papers—1½ 15c box; 2, 15c; 2½, 15c; 8, 15c; 4, 10c; 6, 10c 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, er 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 13, 35c; 10, 35c; 12, 35c. Double Pointed—Blued, ½ lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c TAPS—Machine Hand— 1-16 to 15-64 30% 14 to 1 30% 15-64 30% 15-65

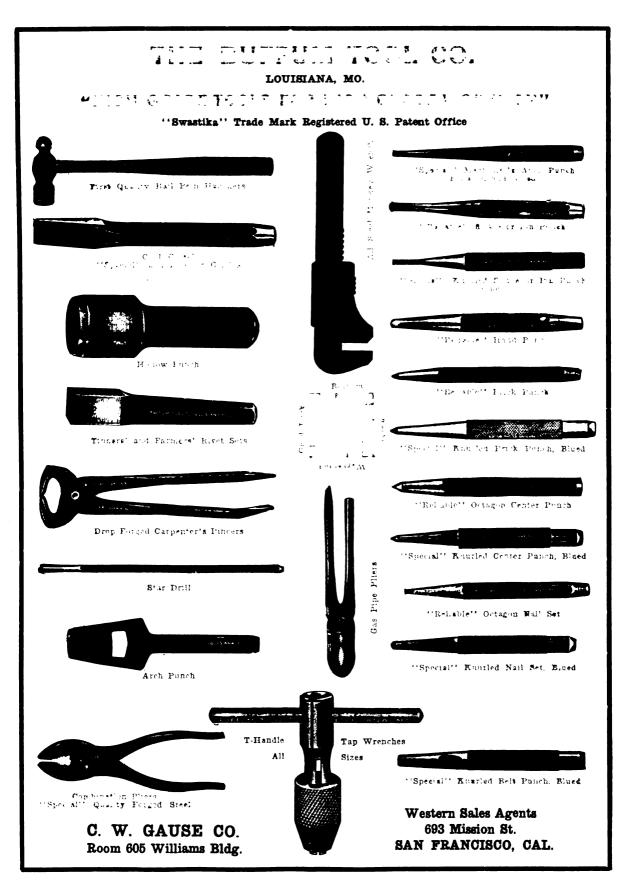
TAPES-									
				Moulds,	All Kinds		201	IC, Plain	15
Starrett Lufkin	No. 505,		4.00	1 M	elon	1.85	201 1/6	IC, Plain	
No. 510, 35-ft. 200 \$8.85	No. 505,	75-ft. 345	5.25		elon		202	IC Plain	15
No. 510, 50-ft 268 4.85 No. 510, 75-ft 265 6.15	No. 505, Starrett	, 100-ft. 34 6 Luf		2 Pt	idding	1.40	208 204	IC, Plain	20
Me. 510, 75-ft. 265 6.15 No. 510, 100-ft, 266 7.75	DISTITUTE	5 5 0		3 11	elon	1.05	205	IO, Plain	
Ne. 505, 25-ft. 240 8.25		558		8 P	adding	1.60	206	IC, Plain	
555 4.7 5		105		08		1.15	208	IC, Plain	
550 0.00		1260			elon	1.90	2100	IC, Plain	
100 4.00 108 5.00		1268 1 26 5			• • • • • • • • • • • • • • • • • • • •	.15 .80	2120	IC, Plain	45
		1200	9.15			.40	800 800 1/4	IC, Ret IC, Ret	20
TEES Stove Pipe Oylinder Asbestes 6 inch-	A 44	table 6 inch-				.45	801	IC, Ret	
6x4, each\$.90		A 1202-		61		.45	801 1/2	IC, Ret	32.5
6x6, each 1.25	6 to 12					.45	802	IC, Ret	80
6x8, each 1.65	aribA	stable 7 inch-			• • • • • • • • • • • •	.50	308	IC, Ret.	85
8x6, each 1.75	6 to 12	1	85			.50 .55	894 805	IC. Ret	45
Tents—			oles &			.50	806	IO, Ret.	50
6 1	_		Stakes			.65	808	IO Ret	55
Sise	8-01.		Por Set			.60	8100	IC, Ret	65
7x7		\$13.15 14.85	\$2.85 2.85	80		.25	8120	IO, Ret	50
9x9		16.65	2.85	Pails, 1	Dairy		504 505	IX, Ret IX, Ret	45
9½x13	. 16.75	19.55	8.25		• • • • • • • • • • • •	.75	506	IX, Ret.	
12x14	22.50	26.25	8.90		• • • • • • • • • • • • • • • • • • • •	.85 .95	508	IX. Ret.	65
12x18		82.45	5.20			.85	510	IX, Ret	
14x16		84.65	5.20			.85	512	IX, Ret	85
14x20		42.55 47.85	6.20 6.20			.40	1	Pans, Muffin	
16x20		51.75	6.50			.45	6		
16x24		58.75	7.80		• • • • • • • • • • • • • • • • • • • •	.50 1.25	8		85
16x80 <u></u>	61.10	71.25	8.45			1.40	13		
A or Wedge						.55			00
5x7	6.50 8.30	7.55 9.55	1.95 2.25	124		1.35		Pots, Coffee	46
7x9	9.80	11.50	2.60			1.50			
Flys 1/2 price of tent. Pins.	. Sc each		2.00		• • • • • • • • • • • • •	.65 1.60			
THIMBLES-Asbestos-Each, 6								. .	
\$1.65: 8x6. \$1.75. Adj. Stove	Pipe	to 8. 50e: 6	to 13.			.45			
\$1.65; 8x6, \$1.75. Adj. Stove				32 0			6		. 1.00
THIMBLES-Flue-6-in., 10c;	7 in., 10e	L						Scoops	
THICKNESS GUAGES-40% ab					• • • • • • • • • • • •		0	.	20
TIN—Common Roofing—40c per	-	,		414		1.65	0 00		80
TINWARE—			**	512		2.15			
Boilers, Coffee				514		2.25			
No. Each	04 .		80	Pans, l	Dish				
Boilers, Coffee	19 .		3.75	8—IX	Tin	.90			
017\$1.65	14 .	• • • • • • • • • • •	8.25	10 .		1.00	20		75
018 1.85		• • • • • • • • • • • • • • • • • • • •		14		1.10			
019 2.00				21	<u></u>	1.50			
027 1.90 028 2.10		• • • • • • • • • • •		10—IX	X Tin	1.25			
000	£10 '			14 .		1.50	105		. 0.00
029	5 10 .		7.50	**				Ciddana Mana	
029 2.40 851 ½ 1.10		L. Tes	7.50	17 .		1.65		Sifters, Flour	45
851 ½ 1.10 852 1.25	Kettle	s, Tea		17 21		1.65 1.85	0		
851 ½ 1.10 852 1.25 858 1.50	Kettles		40	17 . 21 . 17—IX	XX Tin	1.65 1.85 1.90	0		45
851 1/2	Kettles 01 1/2 . 02 . 027 .	s, Tea	40 45 60	17 . 21 . 17—IX	XX Tin	1.65 1.85 1.90 2.25	0 1 4		45 50 45
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25	Kettles 01 1/2 . 02 . 027 . 028 .	s, Tea	40 45 60	17 . 21 . 17—IX 21 . 80 . Pans,	XX Tin	1.65 1.85 1.90 2.25 8.00	0 1 4 5		45 50 45 80
351½	Kettles 01 1/2 . 02 . 027 . 028 . 029 .	L, Ten	40 45 60 75	17	XX Tin Milk IC, Plain	1.65 1.85 1.90 2.25 8.00	0 1 5 50		45 .50 .45 .80
351 ½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50	Kettles 01 1/2 . 02 . 027 . 028 . 029 .	s, Tea	40 45 60 75 90	17	XX Tin	1.65 1.85 1.90 2.25 8.00	0 1 5 50		45 .50 .45 .80
351 ½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50	Kettler 01 1/2 . 02 . 027 . 028 . 029 . 047 . 048 .	L, Ten	40 45 60 75 90 2.00 2.50	17 21 21 21 80 Pans, 200 %	XX Tin Milk IC, Plain IC, Plain	1.65 1.85 1.90 2.25 8.00	0 1 5 10 50 Fairy		45 50 45 80 80
851½ 1.10 852 1.25 858 1.50 854 1.80 856 2.25 Boilers, Wash 8 7.50 9 8.00 028 4 8.75 28 A 4.00	Kettler 01 1/2 . 02 . 027 . 028 . 029 . 047 . 048 . 049 .	s, Tea	40 45 60 75 90 . 2.00 . 2.50 . 3.75 . 2.00	17	XX Tin Milk IC, Plain IC, Plain	1.65 1.85 1.90 2.25 8.00 .10 .10	0 1 5 10 50 Fairy		45 50 45 80 80
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25	Kettler 01 1/2 02 027 028 029 047 048 049 067 068	, Tea		17	Milk IC, Plain IC, Plain IC, Plain Ocan Chain—	1.65 1.85 1.90 2.25 8.00 .10 .10	0 1 5 10 50 Fairy 8.50; 83		45 50 45 80 80
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00	Kettler 01 1/2 02 027 028 029 047 048 049 067 068 069	, Tea		17	Milk IG, Plain IG, Plain O0; 84, \$11.00 -Alcohol, No. 2	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$	0 1 4 50 Fairy 8.50; 83	a, \$5.00; 88,	45 50 45 80 80 35
851½ 1.10 8552 1.25 858 1.50 856 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.00	Kettler 01½ . 02 . 027 . 028 . 029 . 047 . 048 . 049 . 067 . 068 . 069 . Kettler	, Tea		17	Milk 10, Plain 10, Plain 10, Plain 10, St. \$11.00 No. 14, \$5,00	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each;	0 1 5 10 50 Fairy 8.50; 82 50 each. 37, \$8.5	8, \$5.00; 88, 0; 38, \$9.00; 3	45 50 45 80 30 35
351½ 1.10 352 1.25 353 1.50 854 1.80 856 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.35 129 B 4.35	Kettler 01 1/2 02 027 028 029 048 049 067 068 069 Kettle	s, Tea	40 45 60 75 90 2.50 2.50 2.60 2.60 2.60 2.60	17	Milk IC. Plain I	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each;	0 1 5 10 50 Fairy 8.50; 82 50 each. 37, \$8.5	a, \$5.00; 88,	45 50 45 80 30 35
851½ 1.10 8552 1.25 858 1.50 856 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 129 B 4.50 0228 B 4.60 229 B 4.60	Kettler 011/2 027 028 029 048 047 068 069 Kettler	s, Tea		17	Milk IC. Plain I	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each; 61, \$	0 1 5 10 Fairy 8.50; 8: 50 each. 37, \$8.5 9.50; 6	8, \$5.00; 88, 0; 38, \$9.00; 3 2, \$13.00; 112,	45 50 45 80 30 35
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.35 129 B 4.50 0228 B 4.60 Bowls, Wash	Kettler 0136	s, Tea	40 45 76 90 2.80 2.80 2.60 2.60 3.25 serving 35	17	Milk 10, Plain 10, Plain 10, Plain 100; \$4, \$11.00 -Alcohol, No. 2 No. 14, \$5.00 0; 48, \$12.00; 0, -No. 95, \$9.50	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. 8a, \$3. 61, \$	0 1 5 50 Fairy 8.50; 8: 50 each. 37, \$8.5 9.50; 6	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112,	45 .50 .45 .80 .80 .35 \$7.00 ;
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.35 129 B 4.50 0229 B 4.60 Bowls, Wash 06½ 25	Kettler 01 1/2 . 027 . 028 . 029 . 047 . 048 . 049 . 067 . 068 . 069 . Kettler 160 . 200 . 220 .	s, Tea		17	Milk 10, Plain 10, Plain 10, Plain 100; \$4, \$11.00 -Alcohol, No. 2 No. 14, \$5.00 0; 48, \$12.00; 0, -No. 95, \$9.50	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. 8a, \$3. 61, \$	0 1 5 50 Fairy 8.50; 8: 50 each. 37, \$8.5 9.50; 6	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112,	45 .50 .45 .80 .80 .35 \$7.00 ;
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.35 129 B 4.50 0228 B 4.40 229 B 4.60 Bowls, Wash 06½ 25	Kettler 01½ . 027 . 028 . 029 . 047 . 048 . 049 . 067 . 068 . 069 . Kettler 180 . 180 . 220 . 240 .	s, Tea		17	Milk 10, Plain 10, Plain 10, Plain 100; \$4, \$11.00 -Alcohol, No. 2 No. 14, \$5.00 0; 48, \$12.00; 0, -No. 95, \$9.50	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. 8a, \$3. 61, \$	0 1 5 50 Fairy 8.50; 8: 50 each. 37, \$8.5 9.50; 6	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112,	45 .50 .45 .80 .80 .35 \$7.00 ;
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.35 129 B 4.35 0228 B 4.60 Bowls, Wash 06½ 25 07 380	Kettler 01½ . 027 . 028 . 029 . 047 . 048 . 049 . 067 . 068 . 069 . Kettler 160 . 180 . 200 . 240 . 260 .	s, Tea		17	XX Tin IC, Plain IC, Plain IO, Plain OO; 84, \$11.00 —Alcohol, No. 2 No. 14, \$5.00; O. +8, \$12.00; —No. 95, \$9.50 O. +9, \$9.50 O; Avis (3), \$9.50 O; Avis (3), \$9.50 No. 94, \$10.00 No. 95, \$9.50 No. 95, \$9.50	1.85 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each; \$61, \$61, \$62 (2), 1.90;	0 1 4 5 5 10 5 Fairy 8.50; 85 9.50; 6 6; 96, \$1 ach; Ba \$2.00; Perfect, 1 New 11 New 1	0; 38, \$9.00; 88, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 1100m, 25e; Ed avis (1), \$2.11 \$1.45.	45 50 45 80 80 25 \$7.00; 1, \$10; \$9.50; Igewood); Avis
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 129 B 4.50 0229 B 4.60 Bowls, Wash 06½ 25 07 30 08 855	Kettles 01% 027 028 029 047 048 049 068 068 160 180 220 240 240 260 280 380	s, Tea		17	Milk IG. Plain I	1.85 1.85 1.90 2.25 8.00 .10 .10 81, \$ 61, 61, 61, 61, 61, 61, 61, 61, 61, 61,	0 1 4 50 50 50 50 each. 37, \$8.5 9.50; 6 1; 96, \$1	0; 38, \$9.00; 38, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.50. 11.50. 11.45. 11.45. 11.45.	45 50 45 80 80 25 \$7.00; 1, \$10; \$9.50; gewood); Avis
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.35 129 B 4.35 0228 B 4.60 Bowls, Wash 06½ 25 07 380	Kettler 01½ . 027 027 028 . 029 047 048 049 067 . 068 069 Kettler 180 200 220 240 280 380	a, Tea		17	Milk IG. Plain I	1.85 1.85 1.90 2.25 8.00 .10 .10 81, \$ 61, 61, 61, 61, 61, 61, 61, 61, 61, 61,	0 1 4 50 50 50 50 each. 37, \$8.5 9.50; 6 1; 96, \$1	0; 38, \$9.00; 38, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.50. 11.50. 11.45. 11.45. 11.45.	45 50 45 80 80 25 \$7.00; 1, \$10; \$9.50; gewood); Avis
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash	Kettler 01½ . 022 . 027 . 028 . 029 . 047 . 048 . 049 . 067 . 068 . 069 . Kettler 180 . 180 . 200 . 240 . 260 . 280 . 300 . Ladlee	s, Tea		17	Milk IG. Plain I	1.85 1.85 1.90 2.25 8.00 .10 .10 81, \$ 61, 61, 61, 61, 61, 61, 61, 61, 61, 61,	0 1 4 50 50 50 50 each. 37, \$8.5 9.50; 6 1; 96, \$1	0; 38, \$9.00; 38, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.50. 11.50. 11.45. 11.45. 11.45.	45 50 45 80 80 25 \$7.00; 1, \$10; \$9.50; gewood); Avis
351½ 1.10 352 1.25 353 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 128 B 4.05 129 B 4.50 0228 B 4.50 029 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 45 8 50 Buckets, Covered 11 .50	Kettles 01% 027 028 029 047 048 049 068 068 160 180 220 240 240 250 280	a, Tea		17	Milk IG. Plain I	1.85 1.85 1.90 2.25 8.00 .10 .10 81, \$ 61, 61, 61, 61, 61, 61, 61, 61, 61, 61,	0 1 4 50 50 50 50 each. 37, \$8.5 9.50; 6 1; 96, \$1	0; 38, \$9.00; 38, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.50. 11.50. 11.45. 11.45. 11.45.	45 50 45 80 80 25 \$7.00; 1, \$10; \$9.50; gewood); Avis
351½ 1.10 3552 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 3 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 0228 B 4.50 0229 B 4.50 Bowls, Wash 06½ 25 07 30 08 35 07 30 08 35 08 35 6½ 40 7 45 8 50 Buckets, Covered 11 25	Kettles 01% 027 028 029 047 048 049 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 068 069 070	s, Tea		17	Milk IC, Plain IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 -Alcohol, No. 2, \$1.00 0; 48, \$12.00; 0No. 95, \$9.50 y—Paragon, 8 10; Edgewood 0; Avis (3), 8 Newhous 1, 2 Newh	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each; \$3. each; \$3. each; \$5. each;	0 1 4 5 5 10 5 10 5 15	0; 38, \$9.00; 38, 0; 38, \$9.00; 32, \$13.00; 112, 11.50. 11.50. 11.50. 11.50. 11.65. 11.65. 11.65. 11.65. 11.65. 12.65. 13.165. 14.65. 15.65. 16.65. 17.65. 17.65. 18.65. 19.65. 1	45 50 45 80 25 \$7.00; 1, \$10; \$9.50; 2 Avis 4 New- 4 New- 9, \$0e; Victor, 45e; 8
351½ 1.10 3552 1.25 358 1.50 3554 1.50 3556 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 129 B 4.50 0228 B 4.00 29 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 45 8 50 Buckets, Covered 11	Kettles 01% 027 028 029 047 048 049 068 069 180 220 240 220 240 280 320 Ladles 012 11	a, Lipped Pre		17	Milk IC, Plain IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 -Alcohol, No. 2, \$1.00 0; 48, \$12.00; 0No. 95, \$9.50 y—Paragon, 8 10; Edgewood 0; Avis (3), 8 Newhous 1, 2 Newh	1.65 1.85 1.90 2.25 8.00 .10 .10 81, \$3. each; \$3. each; \$3. each; \$5. each;	0 1 4 5 5 10 5 10 5 15	0; 38, \$9.00; 38, 0; 38, \$9.00; 32, \$13.00; 112, 11.50. 11.50. 11.50. 11.50. 11.65. 11.65. 11.65. 11.65. 11.65. 12.65. 13.165. 14.65. 15.65. 16.65. 17.65. 17.65. 18.65. 19.65. 1	45 50 45 80 25 \$7.00; 1, \$10; \$9.50; 2 Avis 4 New- 4 New- 9, \$0e; Victor, 45e; 8
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 0228 B 4.60 229 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 07 30 08 35	Kettler 01½ . 027 028 . 029 047 . 048 . 049 . 067 . 068 . 069 . Kettler 180 . 220 . 240 . 260 . 280 . 300 . Ladler 010 . 011 . 11 . 29 . Maker	s, Tea		17 17 17 18 17 18 18 19	Milk IC, Plain IC, Plain IC, Plain IC, Plain OO; 84, \$11.00 -Alcehol, No. 2 No. 14, \$5.00; 0, -48, \$12.00; 0, -No. 95, \$9.5; 0, Paragon, 8 y0; Edgewood 0; Avis (3), \$ Newhouse, 40; 1.60; 5 Newhous 1.60; 5	1.85 1.90 1.85 1.90 2.25 8.00 .10 .10 .8, \$3. .each; \$61, \$8 .8, \$3. .90 each .1.90 each .90 each; 2 .90 each; 3 .90 each;	0 1 4 5 10 5 10 5 10 5 15 10 5 10	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.60., 25e; \$2, \$1.45. *** *** *** *** *** *** *** *** *** **	45 50 45 80 25 \$7.00; 1, \$10; \$9.50; 2 New- 4 New- p, 80e; Victor, 45e; 8 e, 25e;
351½ 1.10 3552 1.25 358 1.50 3554 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.05 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 45 8 50 Buckets, Covered 11 25 11½ 36 12 35 13 45	Kettles 01% 027 028 029 047 048 049 067 068 069 Kettles 160 180 220 240 240 260 280 280 Ladles 010 012 11 29 Maker	s, Tea		17 17 17 18 17 18 18 19	Milk IC, Plain IC, Plain IC, Plain IC, Plain OO; 84, \$11.00 -Alcehol, No. 2 No. 14, \$5.00; 0, -48, \$12.00; 0, -No. 95, \$9.5; 0, Paragon, 8 y0; Edgewood 0; Avis (3), \$ Newhouse, 40; 1.60; 5 Newhous 1.60; 5	1.85 1.90 1.85 1.90 2.25 8.00 .10 .10 .8, \$3. .each; \$61, \$8 .8, \$3. .90 each .1.90 each .90 each; 2 .90 each; 3 .90 each;	0 1 4 5 10 5 10 5 10 5 15 10 5 10	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.60., 25e; \$2, \$1.45. *** *** *** *** *** *** *** *** *** **	45 50 45 80 25 \$7.00; 1, \$10; \$9.50; 2 New- 4 New- p, 80e; Victor, 45e; 8 e, 25e;
351½ 1.10 3552 1.25 358 1.50 3554 1.80 3566 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.00 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 45 8 56 Buckets, Covered 11 25 11½ 30 12 35 13 40	Kettles 01% 027 027 028 029 047 048 049 067 068 069 Kettles 180 220 240 220 240 280 380 380 Ladles 012 112 1129 Maker	s, Tea		17	XX Tin I(), Plain	1.85 1.90 1.85 1.90 2.25 8.00 .10 .10 .8, \$3. .each; \$61, \$8 .8, \$3. .90 each .1.90 each .90 each; 2 .90 each; 3 .90 each;	0 1 4 5 10 5 10 5 10 5 15 10 5 10	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.60., 25e; \$2, \$1.45. *** *** *** *** *** *** *** *** *** **	45 50 45 80 25 \$7.00; 1, \$10; \$9.50; 2 New- 4 New- p, 80e; Victor, 45e; 8 e, 25e;
351½ 1.10 3552 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 3 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 0228 B 4.50 0229 B 4.50 0238 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 07 30 08 35 08 35 6½ 40 7 45 8 50 Buckets, Covered 11 25 11½ 80 12 35 13 40 14 45 Buckets, Dinner 1 90	Kettles 01% 027 028 029 047 048 049 067 068 069 Kettles 160 180 220 240 240 260 280 280 Ladles 010 012 11 29 Maker	s, Tea		17	Milk IC, Plain IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 -Alcohol, No. 2 No. 14, \$5.00; 0; 48, \$12.00; 0; -No. 95, \$9.50 y—Paragon, 3 No; Edgewood 0; Avis (3), 8 Newhous 1.60; 5 Newhous 1.60; 6 Vector, Western 1.60; 6 Vector, W	1.65 1.90 2.25 3.00 .10 .10 .10 .8, \$3. .each; \$3. .each; \$4. .1.90; 2. .1.90; 2. .1.9	0 1 4	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. illoon, 25e; \$2, 40, \$1.45. rhouse, 50e; 11 rhouse, 50e; 12 rhouse, \$1.85; 1 Oneida Jump, 55e; 0 5e; 3 Vieter, 25e; Maccabe erain Pocket, 1, \$1.25. y, 10e; Choke 25e; Holdsm	
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 129 B 4.50 0228 B 4.60 Bowls, Wash 306 229 B 4.60 Bowls, Wash 06½ 25 07 30 08 38 08 35 6½ 40 7 45 8 50 Buckets, Covered 11 25 11½ 30 12 35 13 40 14 45 Buckets, Dinner 1 90 2 1.05 8 1.40	Kettles 01% 027 028 029 047 048 049 049 068 069 Kettles 160 180 220 240 260 280 300 300 10 012 11 39 Maker and	a, Lipped Pre		17 17 17 18 17 18 19	XX Tin I(0, Plain I(0	1.65 1.90 2.25 3.00 .10 .10 .81, \$ 3.00 each .5c each .90 course90 .75c. each .90 .90 .90 .90 .90 .90 .90 .90 .90 .90	0 1 4	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.60., 25e; \$2, \$1.45. *** *** *** *** *** *** *** *** *** **	
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 26 A 4.00 29 A 4.25 0128 B 4.05 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 229 B 4.60 Bowls, Wash 06½ 25 07 30 08 55 6½ 40 7 445 8 55 Buckets, Covered 11 25 11½ 365 13 406 Buckets, Dinner 1 90 2 1.05 8 1.40 044 1.50	Kettler 01½ 027 028 029 047 048 049 068 069 Kettler 180 220 240 280 280 300 280 300 Ladler 012 11 29 Maker and 1 4 8 8 44	s, Tea		17 17 17 18 17 18 19	Milk IC, Plain IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 -Alcohol, No. 2 No. 14, \$5.00; 0; 48, \$12.00; 0; -No. 95, \$9.50 y—Paragon, 3 No; Edgewood 0; Avis (3), 8 Newhous 1.60; 5 Newhous 1.60; 6 Vector, Western 1.60; 6 Vector, W	1.65 1.90 2.25 3.00 .10 .10 .81, \$ 3.00 each .5c each .90 course90 .75c. each .90 .90 .90 .90 .90 .90 .90 .90 .90 .90	0 1 4	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. illoon, 25e; \$2, 40, \$1.45. rhouse, 50e; 11 rhouse, 50e; 12 rhouse, \$1.85; 1 Oneida Jump, 55e; 0 5e; 3 Vieter, 25e; Maccabe erain Pocket, 1, \$1.25. y, 10e; Choke 25e; Holdsm	
351½ 1.10 3552 1.25 358 1.50 3554 1.80 3566 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.00 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 45 8 56 Buckets, Covered 11 25 11½ 80 12 80 12 80 12 80 14 40 7 45 8 50 8 80 8 45 13 40 14 40 15 10 10 10 10 10 10 10 10 10 10 10 10 10 1	Kettles 01% 027 028 029 047 048 049 049 068 069 Kettles 160 180 220 240 260 280 280 Ledles 010 012 11 29 Maker and 14 8 44 Measu	s, Tea		17 21 17—IX 21 21 20 200 ½ TONGS—V 88½, \$9 TORCHES—Gasoline, 32, \$10.5 114, \$8.0 Kerosene TRAPS—II (1), \$2.0 Game—O house, 7(house, 3, 1½ One 20e; 1 Victor. 6 Gopher—Easy Sel Mouse—House, 20; Copher—Easy Sel Mouse—House, 31 15e; Chouse, 31 15e; Chouse	Milk IC, Plain IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 —Alcohol, No. 2 No. 14, \$5.00; 0. —No. 95, \$9.50 y—Paragon, 3 10; Edgewood 0; Avis (3), 8 Newhous 1.60; 5 Newhous 1.60; 10; 10; 10; 10; 10; 10; 10; 10; 10; 1	1.65 1.90 2.25 3.00 .10 .10 .81, \$ 3.00 each .5c each .90 course90 .75c. each .90 .90 .90 .90 .90 .90 .90 .90 .90 .90	0 1 4	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. illoon, 25e; \$2, 40, \$1.45. rhouse, 50e; 11 rhouse, 50e; 12 rhouse, \$1.85; 1 Oneida Jump, 55e; 0 5e; 3 Vieter, 25e; Maccabe erain Pocket, 1, \$1.25. y, 10e; Choke 25e; Holdsm	
351½ 1.10 3552 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 3 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 0228 B 4.50 0229 B 4.50 Bowls, Wash 06½ 25 07 30 08 35 07 30 08 35 07 4.50 08 55 07 30 08 55 09 30 09 90 40 0 1.05	Kettles 01% 027 028 029 047 048 049 049 068 069 Kettles 160 180 220 240 260 280 300 820 Ladles 010 012 11 29 Maker 14 8 44 Measu 1	s, Tea		17 17 18 17 18 17 18	XX Tin	1.65 1.90 2.25 3.00 .10 .10 .81, \$ 3.00 each .5c each .90 course90 .75c. each .90 .90 .90 .90 .90 .90 .90 .90 .90 .90	0 1 4	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. illoon, 25e; \$2, 4, \$1.45. rhouse, 50e; 11 rhouse, 50e; 11 rhouse, 50e; 3 rump, 55e; 0 5e; 3 Vieter, 25e; Maccabe ternia Pocket, t, \$1.25. y, 10e; Choke 25e; Holdem ch. per dos.	45 .50 .30 .25 .87.00; 1, \$10; \$9.50; 2, Avis 4 New- 4 New- 9, \$0e; 9, \$0e; 1, \$5e; 25e. - Wood, 50e; 5mall,
351 ½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 129 B 4.50 0228 B 4.60 Bowls, Wash 06 ½ 25 07 30 08 355 07 30 08 355 07 45 08 55 07 30 08 355 09 350 09 350 09 30 90 40 1.05	Kettles 01% 027 027 028 029 047 048 049 067 068 069 180 220 240 240 220 240 211 11 29 Maker and 1 4 Measu 1 2 80	a, Lipped Pre		17	XX Tin	1.65 1.90 2.25 8.00 .10 .10 .81, \$ 8. \$ 661, \$	0 1 4	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. illoon, 25e; \$2, 4, \$1.45. rhouse, 50e; 11 rhouse, 50e; 11 rhouse, 50e; 3 rump, 55e; 0 5e; 3 Vieter, 25e; Maccabe ternia Pocket, t, \$1.25. y, 10e; Choke 25e; Holdem ch. per dos.	45 .50 .30 .25 .87.00; 1, \$10; \$9.50; 2, Avis 4 New- 4 New- 9, \$0e; 9, \$0e; 1, \$5e; 25e. - Wood, 50e; 5mall,
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 2.25 8 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.85 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 40 7 30 8 55 8 50 Buckets, Covered 11 25 11½ 30 12 85 13 40 14 45 Buckets, Dinner 1 90 2 1.05 3 1.40 04 1.55 30 90 40 1.05 600 1.85	Kettler 01½ 027 028 029 047 048 049 067 068 069 Kettler 160 180 220 240 280 300 280 300 111 29 Maker and 1 4 Measu 1 2 80 88	s, Tea		17	XX Tin Milk 10, Plain 2, No. 14, \$5,00 0; 48, \$12,00; 0. No. 95, \$9.50 y—Paragon, 3 0; Edgewood 0; Avis (3), 8 Newhouse, 40 0; 2 Newhous 160; 5 Newho	1.65 1.90 2.25 3.00 .10 .10 .81, \$ 3.00 .10 .88, \$ 3.00 .10 .88, \$ 3.00 .10 .10 .10 .10 .10 .10 .10 .10 .10	0 1 4 5 5 10 5 10 5 15	3, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 1100n, 25e; Edavis (1), \$2.11 \$1.45. rhouse, \$1.85; 1 Oneida Jum Jump, 55e; 0 5c; 2 Victor, 25c; Maccabe torais Pocket, t, \$1.25. ty, 10c; Choke 25c; Holdem ch, per dos ch, per des ch, per des ch do Coppe	45
351 ½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 129 B 4.50 0228 B 4.60 Bowls, Wash 06 ½ 25 07 30 08 355 07 30 08 355 07 45 08 55 07 30 08 355 09 350 09 350 09 30 90 40 1.05	Kettles 01% 027 028 029 047 048 049 067 068 069 069 Kettles 180 220 240 240 240 240 240 240 240 240 24	s, Tea		17	XX Tin Milk IC, Plain IC, Plain IC, Plain O0; 84, \$11.00 -Alcohol, No. 2, 85.00 0: 48, \$12.00 0: 48, \$12.00 0: 48, \$12.00 0: 48, \$12.00 0: 48, \$12.00 0: 48, \$12.00 0: 49, \$12.00 0: 40, \$12.00 0: 40, \$12.00 0: 40, \$10, \$10, \$10, \$10, \$10, \$10, \$10, \$1	1.65 1.90 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.	0 1 4 5	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 110on, 25e; \$2.1 \$1.45. **** \$1.45. **** \$1.45. **** \$1.00; 12, **** \$1.55; 1 Oneida Jump Jump, 55e; 0 5e; 2 Vieter, 25e; Maccabe ternia Pocket, t, \$1.25. ***** \$1.55. **********************************	
351 ½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.00 128 B 4.00 129 B 4.50 0228 B 4.60 Bowls, Wash 06 ½ 25 07 30 08 .55 6 ½ 4.00 1 4.50 08 .55 6 ½ 5.50 Buckets, Covered 11 .25 11 ½ .30 12 .35 13 .40 14 .45 Buckets, Dinner 1 .90 2 1.05 3 1.40 04 1.50 80 .90 40 1.05 600 .90 40 1.05 650 .210 674 .200 675 .220	Kettles 01½ 027 028 029 047 048 049 067 068 069 Kettles 180 220 240 220 240 280 300 300 100 11 29 Maker and 4 8 44 Measu 1 2 80 88 844 85	s, Tea		17	XX Tin Milk IQ, Plain IQ, Plain IQ, Plain OO; 34, \$11.00 No. 14, \$5.00 0: 48, \$12.00; 0: 48, \$12.00; 0: Avis (3), \$ Newhouse, 40 0; 2 Newhouse, 40 0; 3 Newhouse, 40 0; 3 Newhouse, 40 0; 4 Victor Western, 25c; Newhouse, 40 0c; 4 Victor, Western, 25c; Newhouse, 40 0c; 4 Victor, Western, 25c; Newhouse, 50 10c; 4 Victor, Western, 15c; 15c; 15c; 15c; 15c; 15c; 15c; 15c;	1.65 1.90 1.90 1.90 1.90 1.90 1.90 1.90 1.90	0 1 4 5 5 10 5 10 5 15 15 5 15 5 10 5 10 5 10	38, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 110on, 25e; Edavis (1), \$2.14 \$1.45. house, 50e; 1 house, 50e; 1 house, 51.85; 1 Oneida Jum Jump, 55e; 0 5e; 2 Victor, 25e; Maccabe tornia Pockes, t, \$1.25. y, 10e; Choke 25e; Holdem the per dos. ch, per dos. ch, per dos. ch, per dos. ch, per dos.	45 .50 .30 .30 .325 \$7.00; 1, \$10; \$9.50; 2 Avis 4 New- , Victor, 45e; 8 e, 25e; 25e.
351½ 1.10 3552 1.25 358 1.50 3554 1.80 3556 2.25 Boilers, Wash 8 7.50 9 8.00 028 A 8.75 26 A 4.00 29 A 4.25 0128 B 4.05 129 B 4.50 0228 B 4.60 Bowls, Wash 06½ 25 07 30 08 35 6½ 4.60 7 4.60 8 35 6½ 4.60 7 4.50 8 35 6½ 4.60 7 4.50 8 35 6½ 4.60 7 4.50 8 35 6½ 4.60 7 4.65 8 35 11½ 360 12 35 11½ 360 12 365 13 4.00 14 4.55 15 360 16 4.50 17 4.56 18 5.50 18 5.50 19 5.50 11 5.	Kettles 01% 027 027 028 029 047 048 049 067 068 069 180 220 240 220 240 220 240 211 11 29 Maker and 1 4 8 44 Measu 1 2 80 83 844 85 86 122	a, Lipped Pre Lipped Pre Lipped Pre Lipped Pre		17	XX Tin IG. Plain IG. Plain IG. Plain IG. Plain IG. Plain IG. Plain No. 14, \$1.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$10, \$10, \$10, \$10, \$10, \$10, \$10, \$10	1.65 1.90 2.25 3.00 .10 .10 .10 .8, \$3.; 61, \$.9 each (2), ; 1.90; 2 V. each; 1.90; 1.90; 2 V. each; 1.90;	0 1 4 5 10 50 Fairy 8.50; 8: 50 each. 37, \$8.5 9.50; 6 ; 96, \$1 sch; Bai \$2.00; Perfect, ; 1 New; 89.25; Oneida. Noxall, 5c; Oslight Security 8 ecurity 5 in 6 in 5 in 5 in	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. Avis (1), \$2.1(\$1.45. Thouse, 50c; 11 Thouse, 50c; 11 Tump, 55c; 0 5c; 3 Victor, 25c; Maccabe tornia Pocket, t, \$1.25. y, 10c; Choke 25c; Holdem ch, per des. ch, per des. de Cape—	45
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 2.25 8 7.50 9 8.00 028 A 8.75 28 A 4.00 128 B 4.00 128 B 4.35 129 B 4.50 0228 B 4.60 Bowls, Wash 25 07 30 08 3.35 6½ 4.00 7 3.0 8 5.35 6½ 4.00 11 25 8 5.0 8 5.0 8 5.50 8	Kettler 01½ 027 028 029 047 048 049 067 068 069 Kettler 180 220 240 280 300 280 300 111 29 Maker and 1 4 Measu 1 2 80 88 84 85 86 122	s, Tea		17 17—IX 21 21 21 21 21 21 21 21 21 21 21 21 21 21 21 21 220 200 ½ TONGS—V 38½, \$9. TONGS—V 5 32, \$10, \$2 \$10, \$2 \$2 \$10, \$2 \$10, \$2 \$1.	XX Tin Milk 10, Plain 10, Plain 10, Plain 10, Plain 10, Plain 10, Plain 100; \$4, \$11.00 - No. 14, \$5,00 0; 48, \$12.00; 0; 48, \$12.00; - No. 95, \$9.50 y—Paragon, \$0; Edgewood 0; Avia (3), \$ Newhouse, 400 c; 2 Newhouse, 400 c; 2 Newhouse, 400 c; 2 Newhouse, 400 c; 4 Victor, 25c; 1 0c; 4 Victor, 25c; 1 c; 4 Victor, 25c; 1 contact, 5; 10 each, 5; 10 each, 5; 10 each, 5; 10 each, 10 each	1.85 1.90 2.25 3.00 .10 .10 .81, \$3. .82, 61, \$3. .84, \$3. .84, \$3. .85, \$3. .85, \$3. .86, \$0. .86, \$0. .87, \$5. .86, \$6. .87, \$6	0 1 4 5	38, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 1100n, 25c; Edivis (1), \$2.11 \$1.45. rhouse, 50c; 5; 1 Oneida Jum Jump, 55c; 0; 2 Victor, 25c; Maccabe forsia Pockes, 1, \$1.25. 2, 10c; Choke 25c; Holdem 2, \$2c; Holdem 2, \$2c; Holdem 2, \$2c; Holdem 3, \$2c; Holdem 3, \$2c; Holdem 4, \$2c; Holdem 5, \$2c; Holdem 5, \$2c; Holdem 6, per dos. 6, per dos. 6, per des.	45
351½ 1.10 3552 1.25 358 1.50 3554 1.80 356 2.25 Boilers, Wash 2.25 8 9 8.00 028 A 8.75 28 A 4.00 29 A 4.25 0128 B 4.50 0128 B 4.50 0228 B 4.60 Bowls, Wash 25 07 30 08 356 6½ 450 Buckets, Covered 11 1 25 11½ 80 12 35 13 40 14 45 Buckets, Covered 11 1 90 2 1.05 3 1.40 04 1.50 30 90 40 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85 650 1.85	Kettles 0136 027 028 029 047 048 049 067 068 069 069 069 069 069 069 069 180 220 240 240 220 240 240 240 240 240 24	s, Tea		17 17—IX 21 21 21 21 21 21 21 21 21 21 21 21 21 21 21 21 220 200 ½ TONGS—V 38½, \$9. TONGS—V 5 32, \$10, \$2 \$10, \$2 \$2 \$10, \$2 \$10, \$2 \$1.	XX Tin Milk 10, Plain 10, Plain 10, Plain 10, Plain 10, Plain 10, Plain 100; \$4, \$11.00 - No. 14, \$5,00 0; 48, \$12.00; 0; 48, \$12.00; - No. 95, \$9.50 y—Paragon, \$0; Edgewood 0; Avia (3), \$ Newhouse, 400 c; 2 Newhouse, 400 c; 2 Newhouse, 400 c; 2 Newhouse, 400 c; 4 Victor, 25c; 1 0c; 4 Victor, 25c; 1 c; 4 Victor, 25c; 1 contact, 5; 10 each, 5; 10 each, 5; 10 each, 5; 10 each, 10 each	1.65 1.90 2.25 3.00 .10 .10 .10 .8, \$3.; 61, \$.9 each (2), ; 1.90; 2 V. each; 1.90; 1.90; 2 V. each; 1.90;	0 1 4 5 10 50 Fairy 8.50; 3: 50 each. 37, \$8.5 9.50; 6 ; 96, \$1 ach; Bai \$2.00; Perfect, ; 1 New \$9.25; Onlint 6: Onli	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. Avis (1), \$2.1(\$1.45. Thouse, 50c; 11 Thouse, 50c; 11 Tump, 55c; 0 5c; 3 Victor, 25c; Maccabe tornia Pocket, t, \$1.25. y, 10c; Choke 25c; Holdem ch, per des. ch, per des. ch, per des.	45
351½ 1.10 352 1.25 358 1.50 354 1.80 356 2.25 Boilers, Wash 2.25 8 7.50 9 8.00 028 A 8.75 28 A 4.00 128 B 4.00 128 B 4.35 129 B 4.50 0228 B 4.60 Bowls, Wash 25 07 30 08 3.35 6½ 4.00 7 3.0 8 5.35 6½ 4.00 11 25 8 5.0 8 5.0 8 5.50 8	Kettler 01½ 027 028 029 047 048 049 067 068 069 Kettler 180 220 240 280 280 300 240 240 240 240 240 240 240 250 240 260 280 300 300 320 Ladler 010 012 11 4 Measu 1 4 Measu 1 2 80 88 84 85 86 122 80 88 84 85 86 122 80	s, Tea		17 17—18 17—18 17—18 21 17—18 200 200 % 70NGS—V \$3 % \$9 200 14 \$8.0 Kerosene TRAPS—F (1), \$2.0 (2), \$2.0 (3), \$2.0 (6 me—0 ohouse, 7 house, \$1 % One 20e; 1 Victor. 6 Gopher—Easy Sel Mole—Red Mol	XX Tin IG. Plain IG. Plain IG. Plain IG. Plain IG. Plain IG. Plain No. 14, \$1.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 48, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$12.00 10, 49, \$10, \$10, \$10, \$10, \$10, \$10, \$10, \$10	1.65 1.90 2.25 3.00 .10 .10 81, \$ 3.00 each; \$ 3.00 each; \$ 7.75c. each; \$ 2 V. each; \$ 2 V. each; \$ 3.00 eac	0 1 4 5 50 55 10 55 15 50 Fairy 8.50; 6 8.5 8.	8, \$5.00; \$8, 0; 38, \$9.00; 3 2, \$13.00; 112, 11.50. 11.50. 13.45. 145. 150. 10. 10. 10. 10. 10. 10. 10. 10. 10. 1	

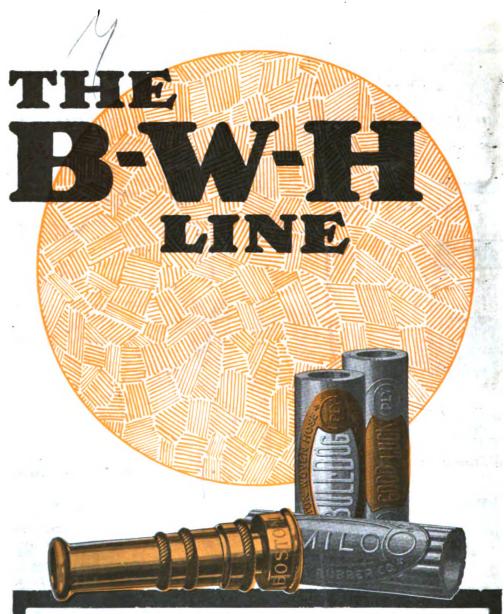
TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.	WINDOW GLASS-3B Grade- Single Strength-
Btandard, No. 55, 8 to 12 (177), \$1.00 each, Disston, No. 10, 10½, \$1.65 each; 11, \$1.75 each; 11½, \$1.80 each; 12, \$1.90 each; 18, \$2.00 each; 14, \$2.15 each,	1st 3 Brackets70% Balance of Brackets.70% Double Strength70%
Marshalltown, No. 19 W, 10 1/4, \$1.50 each; 11, \$1.50 each; 11 1/4, \$1.50 each; 17 L, 11, \$1.75 each; 11 1/4, \$1.75 each.	Extras for putting in glass— 1st 3 Brackets, light 50c 3d 3 Brackets, light \$1.00
TURNS—Cupboard—Brass Plated—Small, 20e; large, 25e.	2d 3 Brackets, light 75c Larger Lights
TWINE—Sacking—1/2-lb. hank, 20e.	WIRE-Plain Fence-
TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.; Flax—No. 18 B B, 50c lb.; 24 B B, 50c; 18 B C, 60; 24 B C, 60c; 86 B C, 60c; 30 Sacking, 55c; 40 Sacking, 55c; 33 Sacking, 75c; 44 Sacking, 75c. Hemp— No. 44/2 40c lb.; 6, 40c; 07, 40c; 1018Bc, 60c;	Black—Nos. 6 to 16, 5 to 24-lb., lots
1024 Bc, 60c; 1086 Bc, 60c. UNIVERSAL PLATES—Mild Steel Bars.	Glidden Ptd., \$8.80; Glidden Galv., \$7.00; Baker Ptd., \$6.55; Baker Galv., \$7.35; Waukeganito Galv., \$8.00; Am. Bpel Galv., 80 rd spls. \$8.45; Glidden 80 rd spls., \$8.90; Baling Wire—14 Ga., Full Colls, \$8.55 100 lbs.; 15 Ga.,
%-inch and thicker and wider than 6-inch 9.25 ewt.	\$6.65; 16 Ga., \$6.75. Broken Colls—1 to 24-lb. add Sc lb.; 25 to 50-lb. add Sc
VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.	lb.; 50 to 100-lb. add 1 c lb. Balo Ties— 9½ ft., 15 Ga., per bundle of 250, \$8.35
VALVES—	WIRE, FENCE—Barbed—2-pt. Glidden (galvanised), open; 2-pt. Waukegan (galvanised), open; 4-pt. Lyman (gal-
Standard Globe and Standard Gate Valves—	vanised), open; American Special (galvanised), open. Smooth-Twisted—Two Strand, open.
75 75 76 81.60 75 80 76 160 75 85 75 1.60 76 1.60	WIRE OLOTH—Hardware—Black—
1.10	Mesh. Gage. Sq. Ft. Mesh. Gage. Sq. Ft. 3 14 30c 6 18 30c 8 16 18c 6 20 22c
1 3.00 1 3.10	8 16
1 1 8.85 1 1 5.50 2 5.75 2 7.75	Galvanized— Mesh, Gage. Sq. Ft. Mesh, Gage. Sq. Ft.
VISES—Solid Box—	1 1415c 4 2310c 2 1910c 6 2512 1/2 c
85 lb\$13.50 65 lb 17.50 90 lb 25.00 40 lb 18.15 70 lb 18.75 95 lb 26.35	8 2110c 8 2712½c WOODENWARE—
45 lb 18.75 75 lb 20.00 100 lb 27.50 50 lb 14.40 80 lb 21.90 125 lb 85.65 lb 15.00 85 lb 28.15 150 lb 48.60	Boards, Pastry No. Each No. Each
60 lb 16.25	16x22 inches\$.80 15 inches\$.65 18x24 inches
WAGONS—Express.	
	Pins, Rolling
No. 04\$1.50 No. 40	Pins, Rolling Bowls, Chopping 20 (1)
Mo. 04 \$1.50 Mo. 40 7.50 No. 08 1.65 Wagners No. 09 1.85 Mo. 18 6.50	Bowls, Chopping 20 (1) .40 11 inches .20 80 (2) .45 13 inches .55 10 .55
Mo. 04 \$1.50 Mo. 40 7.50 No. 08 1.85 Wagners No. 02 1.85 Mo. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.60 Mo. 24 3.50	Bowls, Chopping 20 (1)
Mo. 04 \$1.50 Mo. 40 7.50 No. 08 1.65 Wagners No. 03 1.85 Mo. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.90 Mo. 24 8.50 No. 3 3.50 Mars-Wells- Coaster-Star. No. 10 5.75	Bowls, Chopping 20 (1)
Mo. 04 \$1.50 Mo. 40 7.50 No. 08 1.85 Wagners No. 0 3.25 Mo. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.00 Mo. 34 3.50 No. 3 3.50 Mo. 24 3.50 No. 3 3.50 Mars-Wells- No. 10 \$5.75 No. 11 6.50 No. 20 6.50 No. 12 7.00	Bowls, Chopping 20 (1)
Mo. 04	Bowls, Chopping 20 (1)
Mo. 04	Bowls, Chopping 20 (1)
Mo. 04	Bowls, Chopping 20 (1)
Mo. 04	Bowls, Chopping 20 (1)
Mo. 04 \$1.50 Me. 40 7.50 No. 08 1.65 No. 09 1.35 No. 0 2.35 Me. 18 6.50 No. 1 2.75 Me. 20 7.50 No. 2 3.60 Me. 24 8.50 No. 1 8.50 Me. 24 8.50 No. 2 8.60 Me. 24 8.50 No. 10 \$5.75 Me. 11 6.50 No. 20 6.50 No. 12 7.00 WASHERS—Oast Iron—Size ½ to ½, 12½e lb.; ½ to 2, 12½e lb.; Angle, 20c lb. Waught Steel—Size 3-16, 30c lb.; ½, 25c lb.; 5-16, 25e lb.; ½, 20c lb.; ½, 15c lb.; 1, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; 2, 25c lb.; ½, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; 2, 25c lb.; 2, 25c lb.; ½, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; 2, 25c lb.; 2, 25c lb.; ½, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; ½, 15c lb.; 1, 15c lb.; 2, 25c lb.; 2, 25c lb.; ½, 15c lb.; 2, 25c lb.; 2, 25c lb.; ½, 15c lb.; 2, 25c lb.; 2, 25c lb.; ½, 25c lb.; 2, 25c lb.; ½, 25c lb.; 2, 25c	Bowls, Chopping 20 (1)
Mo. 04 \$1.50 Me. 40 7.50 No. 08 1.65 No. 09 1.35 No. 0 2.35 Me. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.60 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Me. 20 7.50 No. 10 85.75 Me. 11 6.50 No. 20 6.50 Ne. 12 7.00 WASHERS—Cast Iron—Size ½ to ½, 12½e lb.; ¼ to 2, 12½e lb.; Angles, all sizes, 15c lb. Malleable—Standard, 18e lb.; Nall Hole, 18c lb.; ¼ angle, 30c lb. Wrought Steel—Size 3-16, 80c lb.; ¼, 25c lb.; 5-16, 25c lb.; ¾, 20c lb.; 7-16, 20c lb.; ¼, 25c lb.; 9-16, 15c lb.; ½, 15c lb.; ¾, 15c lb.; ½, 15c lb.; 1, 15c lb. WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; WATCHES—	Bowls, Chopping 11 inches
Mo. 04 \$1.50 Me. 40 7.50 No. 08 1.65 No. 09 1.35 No. 0 3.35 Me. 18 6.50 No. 1 2.75 Me. 20 7.50 No. 2 3.60 Me. 24 8.50 No. 1 8.575 Me. 10 5.75 No. 10 \$5.75 Me. 11 6.50 No. 20 6.50 No. 12 7.00 WASHERS—Oast Iron—Size ½ to ½, 12½c lb.; ½ te 2, 12½c lb.; Angles, all sizes, 15c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle, 20c lb. Wrought Steel—Size 3-16, 20c lb.; ½, 25c lb.; 5-16, 25c lb.; ½, 20c lb.; ¼, 15c lb.; ½, 15c lb.; 25c lb.;	Bowls, Chopping 11 inches
Mo. 04 \$1.50 Me. 40 7.50 No. 08 1.65 No. 09 1.35 No. 0 2.35 Me. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.60 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Me. 20 6.50 No. 12 7.00 WASHERS—Cast Iron—Size ½ to ½, 12½e lb.; ¼ to 2, 12½e lb.; Angle, 20c lb. Malleable—Standard, 18e lb.; Nail Hole, 18c lb.; Angle, 20c lb. Wrought Steel—Size 3-16, 20c lb.; ½, 25c lb.; 5-16, 25c lb.; ½, 15c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Weol, 26c lb. WATCHES—Yankee \$1.65 Junior 8.25 Triumph 2.00 Midget 8.25 Eclipse 2.50 Radiolite 2.75 WAX—Floor, 60:,	Bowls, Chopping 11 inches
Mo. 04 \$1.50 Me. 40 7.50 Ne. 08 1.65 Ne. 09 1.35 Ne. 0 3.35 Me. 18 6.50 No. 1 2.75 Me. 20 7.50 No. 2 3.00 Me. 24 8.50 Me. 3 8.60 Me. 24 8.50 Me. 3 8.60 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Mare—Welle— No. 10 \$5.75 Me. 11 6.50 No. 20 6.50 Ne. 12 7.00 WASHERS—Cast Iron—Size ½ to ½, 12½c lb.; ½ te 2, 12½c lb.; Angle, all sizes, 15c lb. Malleable—Standard, 18c lb.; Nail Hole, 18c lb.; Angle, 20c lb. Wrought Steel—Size 3-16, 30c lb.; ½, 25c lb.; 5-16, 25c lb.; ½, 20c lb.; ¼, 15c lb.; ½, 15c lb.; ½, 15c lb.; ½, 15c lb.; ½ MASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 26c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Weol, 26c lb. WATCHES— Yankee \$1.65 Junior 8.25 Triumph 2.00 Midget 8.25 Eclipse 2.50 Radiolite 2.75	Bowls, Chopping 11 inches
Mo. 04 \$1.50 Me. 40 7.50 No. 08 1.65 No. 09 1.35 No. 0 2.35 Me. 18 6.50 No. 1 2.75 Mo. 20 7.50 No. 2 3.60 Me. 24 8.50 Me. 3 8.50 Me. 24 8.50 Me. 20 6.50 No. 12 7.00 WASHERS—Cast Iron—Size ½ to ½, 12½e lb.; ¼ to 2, 12½e lb.; Angle, 20c lb. Malleable—Standard, 18e lb.; Nail Hole, 18c lb.; Angle, 20c lb. Wrought Steel—Size 3-16, 20c lb.; ½, 25c lb.; 5-16, 25c lb.; ½, 15c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Weol, 26c lb. WATCHES—Yankee \$1.65 Junior 8.25 Triumph 2.00 Midget 8.25 Eclipse 2.50 Radiolite 2.75 WAX—Floor, 60:,	Bowls, Chopping 11 inches
Mo. 04	Bowls, Chopping 20 (1)
Mo. 08	Bowls, Chopping 11 inches
Mo. 04	Bowls, Chopping 11 inches 120 30 (2) 13 inches 15 inches 25 30 30 (2) 15 inches 25 10 25 30 30 (2) 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 35 10 25 36 10 25 36 10 26 36 11-16 26 36 11-16 27 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 28 36 12 10 29 36 12 10 20 20 10 20
Mo. 04	Bowls, Chopping 11 inches 12 30 (2)

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